



# Mark Scheme (Results)

January 2013

GCE Accounting (6002/01)

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January 2013

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## General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

**1(a) Statement of Financial Position of Channel Oil Plc as at 31 December 2012 ✓**
**ASSETS**
**Non-current assets ✓**

## Property, Plant &amp; Equipment ✓

|                    |                |          |            |
|--------------------|----------------|----------|------------|
| Land               | 3 150 000      |          |            |
| Buildings          | 1 022 700      | ✓        |            |
| Oil Drilling Plant | 4 550 000      |          |            |
| Oil Refining Plant | 1 930 000      |          |            |
| Fittings           | 187 000        | ✓ Any 4  |            |
| Machinery          | 685 000        |          |            |
| Furniture          | 64 000         |          |            |
| Computer Equipment | <u>495 000</u> | ✓ Next 3 |            |
|                    |                |          | 12 083 700 |

## Investment property ✓

|                     |                |   |         |
|---------------------|----------------|---|---------|
| Investment property | <u>780 000</u> | ✓ |         |
|                     |                |   | 780 000 |

## Intangible Assets ✓

|                      |               |        |           |
|----------------------|---------------|--------|-----------|
| Oil drilling licence | 2 000 000     |        |           |
| Patents              | <u>45 000</u> | ✓ Both |           |
|                      |               |        | 2 045 000 |

14 908 700 ✓o/f

**Current Assets**

## Inventories ✓

|                     |                |   |           |
|---------------------|----------------|---|-----------|
| Oil inventories     | 2 157 600      | ✓ |           |
| Non-oil inventories | <u>116 000</u> | ✓ |           |
|                     |                |   | 2 273 600 |

## Trade and Other Receivables ✓

|                   |              |        |        |
|-------------------|--------------|--------|--------|
| Trade receivables | 97 000       |        |        |
| Other receivables | <u>7 000</u> | ✓ Both |        |
|                   |              |        | 104000 |

## Cash and Cash Equivalents ✓

|      |               |        |         |
|------|---------------|--------|---------|
| Bank | 114 000       |        |         |
| Cash | <u>17 000</u> | ✓ Both |         |
|      |               |        | 131 000 |

2 508 600
**Total Assets ✓**
**17 417300** ✓o/f

**EQUITY AND LIABILITIES ✓**
**Equity**

## Share Capital

|                       |          |   |  |
|-----------------------|----------|---|--|
| Ordinary shares of £1 | 13000000 | ✓ |  |
|-----------------------|----------|---|--|

## Other Reserves

|                          |                |         |           |
|--------------------------|----------------|---------|-----------|
| Share Premium            | 2 500 000      |         |           |
| Revaluation Reserve ✓    | 78 700         | ✓       |           |
| (48700)✓ + (30000) ✓     |                |         |           |
| General Reserve          | 75 000         |         |           |
| Foreign Exchange reserve | <u>600 000</u> | ✓ All 3 |           |
|                          |                |         | 3 253 700 |

## Retained Earnings

|                              |           |    |                  |
|------------------------------|-----------|----|------------------|
| (-929 250) ✓ + (- 162 400) ✓ | -1 091650 | ✓✓ |                  |
|                              |           |    | 15 162 050 ✓ o/f |

**Non-Current Liabilities ✓**

## Long Term Borrowings

|                     |                |        |           |
|---------------------|----------------|--------|-----------|
| Debenture 8.5% 2017 | 1 200 000      |        |           |
| Bank loan           | 500 000        | ✓ Both |           |
| Taxation            | <u>262 000</u> | ✓      |           |
|                     |                |        | 1 962 000 |

| Question Number     | Answer  | Mark                     |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
|---------------------|---|--------------------------|--------|--|--|----------------|--------|--|--|--------------------|--------|--|--|---------------|--------------|---------|--|--|--|--------|--|---------------------|--|--|--|--------------------|--|---------|---|--|--|----------------|--|--|--|--------------------------|-----|--|--|-----|--|-------------|
|                     | <p><b>Current Liabilities</b></p> <p>Trade and other Payables ✓</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 40%;">Trade Payables</td> <td style="width: 15%; text-align: right;">24 000</td> <td style="width: 15%;"></td> <td style="width: 30%;"></td> </tr> <tr> <td>Other payables</td> <td style="text-align: right;">16 500</td> <td></td> <td></td> </tr> <tr> <td>Debenture Interest</td> <td style="text-align: right;">51 000</td> <td></td> <td></td> </tr> <tr> <td>Loan Interest</td> <td style="text-align: right;"><u>3 750</u></td> <td>✓ All 4</td> <td></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">95 250</td> <td></td> </tr> <tr> <td>Current Tax Payable</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Income Tax Payable</td> <td></td> <td style="text-align: right;">198 000</td> <td>✓</td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;"><u>293 250</u></td> <td></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;"><b><u>17 417 300</u></b></td> <td>✓C✓</td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">o/f</td> <td></td> </tr> </table> <p><b>Total Equity and Liabilities</b></p> | Trade Payables           | 24 000 |  |  | Other payables | 16 500 |  |  | Debenture Interest | 51 000 |  |  | Loan Interest | <u>3 750</u> | ✓ All 4 |  |  |  | 95 250 |  | Current Tax Payable |  |  |  | Income Tax Payable |  | 198 000 | ✓ |  |  | <u>293 250</u> |  |  |  | <b><u>17 417 300</u></b> | ✓C✓ |  |  | o/f |  | <b>(40)</b> |
| Trade Payables      | 24 000  |                          |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
| Other payables      | 16 500  |                          |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
| Debenture Interest  | 51 000  |                          |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
| Loan Interest       | <u>3 750</u>  | ✓ All 4                  |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
|                     |   | 95 250                   |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
| Current Tax Payable |   |                          |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
| Income Tax Payable  |   | 198 000                  | ✓      |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
|                     |   | <u>293 250</u>           |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
|                     |   | <b><u>17 417 300</u></b> | ✓C✓    |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |
|                     |   | o/f                      |        |  |  |                |        |  |  |                    |        |  |  |               |              |         |  |  |  |        |  |                     |  |  |  |                    |  |         |   |  |  |                |  |  |  |                          |     |  |  |     |  |             |

| Question Number | Answer   | Mark        |
|-----------------|--|-------------|
| <b>1(b)</b>     | <p><b>FOR</b> statement</p> <p>Current ratio is 2 508 600 : 293 250 ✓ which is 8.56 : 1 ✓ O/F</p> <p>This is way above / too high ✓ ideal ratio of 1.5/2 : 1. ✓</p> <p>Too much working capital ✓ is tied up in stocks of oil ✓</p> <p>Acid ratio is (2 508 600 – 2 273 600) : 293 250 ✓ which is 0.80 : 1 ✓ O/F</p> <p>This is below/ too low ✓ the ideal ratio of 1:1 ✓</p> <p>A tax bill of £198 000 must be paid in 30 days ✓ but there is only £131 000</p> <p>Cash and cash equivalents ✓</p> <p><b>AGAINST</b> statement</p> <p>A current ratio of above 2:1 is better than below 2:1. ✓ If the business can sell stocks quickly, then liquidity problem can be avoided. ✓</p> <p>The nature of the industry ✓ may mean that it is normal for large stocks of oil to be carried. ✓</p> <p>Working capital is £2 215 350 ✓ which is a healthy figure. ✓</p> <p>Bank balance is positive at £114 000 ✓ which can be used to pay debenture and loan interest ✓ and settle trade and other payables ✓</p> <p>Conclusion (two ✓'s)</p> <p>Channel Oil plc has a liquidity problem ✓✓</p> <p>Maximum of 8 ✓'s for arguing one side.</p> | <b>(12)</b> |

| Question Number | Answer  | Mark       |
|-----------------|---|------------|
| <b>2(a)(i)</b>  | Budgeted cost of one carpet :<br><br>Materials = $(16 \times \text{£}7.50) \checkmark = \text{£}120$<br>Labour = $\left(\frac{8}{2} \times \text{£}8.60\right) \checkmark = \frac{\text{£}34.40}{\text{£}154.40} \checkmark \text{ (both)}$<br>$\checkmark \text{ O/F}$ | <b>(4)</b> |

| Question Number | Answer  | Mark       |
|-----------------|---|------------|
| <b>2(a)(ii)</b> | Actual cost of one carpet :<br><br>Materials = $\frac{\text{£}58\,608}{480} \checkmark = \text{£}122.10$<br><br>Labour = $(4.25 \times \text{£}8.50) \checkmark = \frac{\text{£}36.125}{\text{£}158.225} \checkmark \text{ (both)}$<br>$\checkmark \text{ O/F}$ | <b>(4)</b> |

| Question Number | Answer  | Mark        |
|-----------------|---|-------------|
| <b>2(b)(i)</b>  | Labour Efficiency Variance = $(\text{Actual Hours} - \text{Standard Hours}) \times \text{Standard Rate} \checkmark$<br>$= (4.25 - 4) \checkmark \times \text{£}8.60 \checkmark$<br>$= \text{£}2.15 \text{ Adverse} \checkmark$<br><br>Labour Rate Variance = $(\text{Actual Rate} - \text{Standard Rate}) \times \text{Actual Hours} \checkmark$<br>$= (\text{£}8.50 - \text{£}8.60) \checkmark \times 4.25 \checkmark$<br>$= \text{£}0.425 \text{ Favourable} \checkmark$<br><br>Total Labour Variance = $(\text{Actual Hours} \times \text{Actual Rate}) - (\text{Standard Hours} \times \text{Standard Rate}) \checkmark$<br>$= (4.25 \times \text{£}8.50) \checkmark - (4 \times \text{£}8.60) \checkmark$<br>$= \text{£}36.125 - \text{£}34.40 = \text{£}1.725 \text{ Adverse} \checkmark$ | <b>(12)</b> |

| Question Number | Answer   | Mark        |
|-----------------|--|-------------|
| <b>2(b)(ii)</b> | <p>Materials Price Variance = (Actual Price - Standard Price) x Actual Usage ✓</p> $= \frac{58\,608 \checkmark - £7.50 \checkmark}{7\,920} \times \frac{7\,920 \checkmark}{480 \checkmark}$ $= £1.65 \text{ Favourable } \checkmark$ <p>Material Usage Variance = (Actual Usage - Standard Usage) x Standard Price ✓</p> $= \frac{7\,920 - 16 \checkmark}{480} \times £7.50 \checkmark$ $= £3.75 \text{ Adverse } \checkmark$ <p>Material Cost Variance = (Actual Usage x Actual Price) - (Standard Usage x Standard Price) ✓</p> $= (16.5 \times 7.40) \checkmark - (16 \times 7.50) \checkmark$ $= £122.10 - £120 = £2.10 \text{ Adverse } \checkmark$ | <b>(14)</b> |

| Question Number | Answer  | Mark       |
|-----------------|---|------------|
| <b>2(c)</b>     | <p>Sales = £299 x 480 = £143 520 ✓</p> <p>Variable costs = (£158.225 o/f x 480) = (£75 948) ✓✓</p> <p>Fixed costs = (£12 300) ✓</p> <p style="text-align: right;">£55 272 ✓C ✓o/f</p> | <b>(6)</b> |

| Question Number | Answer  | Mark        |
|-----------------|---|-------------|
| <b>2(d)</b>     | <p>Answers may include :</p> <p><b>AGAINST</b> Passing on the increase in production cost<br/>         Could absorb rising costs ✓ by increasing efficiency. ✓<br/>         Customer could be unhappy and not buy ✓ and go to a rival supplier. ✓<br/>         New price could make firm's price higher than rivals. ✓<br/>         Present price of £299 is psychological ✓ and an increase will take them through the £300 barrier. ✓</p> <p><b>FOR</b> Passing on the increase in production cost<br/>         Need to maintain profit margin, ✓ this (or mark up) could be fixed ✓ otherwise business makes losses / goes bankrupt ✓<br/>         Cannot keep same selling price for ever ✓ will have to increase price some day ✓<br/>         Customers may be quite willing to pay the higher price ✓ if they still think they get good value ✓<br/>         New price may still be below that of rival firms. ✓</p> <p><b>CONCLUSION</b> (✓✓)<br/>         Should relate to above eg passing on increased costs is wrong/right ✓✓</p> <p>Maximum of 8 ✓ if only one side of argument.</p> | <b>(12)</b> |

| Question Number | Answer                                    |                           |               |                   |                 |                            |                                       |              | Mark       |
|-----------------|---|---------------------------|---------------|-------------------|-----------------|----------------------------|---------------------------------------|--------------|------------|
| <b>3(a)</b>     | Figures are in £ millions                 | Ordinary Share £1 Capital | Share Premium | Retained Earnings | General Reserve | Capital Redemption Reserve | Non-current Asset Replacement Reserve | Total Equity | <b>(6)</b> |
|                 | Balance at December 31 <sup>st</sup> 2012 | 900 ✓                     | 350 ✓         | 4 ✓               | 0 ✓             | 40                         | 100 ✓                                 | 1394 ✓       |            |

| Question Number | Answer   | Mark       |
|-----------------|--|------------|
| <b>3(b)(i)</b>  | To replace worn out airplanes. ✓ which have a finite life ✓ OR<br>To upgrade computer system ✓ to ensure compatibility etc ✓ | <b>(2)</b> |

| Question Number | Answer  | Mark       |
|-----------------|---|------------|
| <b>3(b)(ii)</b> | An amount was transferred from General Reserve ✓ to Retained earnings ✓ | <b>(2)</b> |

| Question Number  | Answer  | Mark       |
|------------------|---|------------|
| <b>3(b)(iii)</b> | Interim dividend is $800 \times 3 \text{ pence} = 24 \checkmark$<br>so, Final dividend must be $(69 - 24) \checkmark = 45 \checkmark$<br><br>Per share $\frac{45 \checkmark}{900 \checkmark} = £0.05 = 5 \text{ pence per share } \checkmark$ | <b>(6)</b> |

| Question Number | Answer   | Mark        |
|-----------------|--|-------------|
| <b>3(b)(iv)</b> | <u>Original issue</u><br><br>Premium was $\frac{200 \checkmark}{800 \checkmark} = £0.25 \checkmark$ so issue price was $£0.25 + £1 = £1.25 \checkmark$<br><br><u>September issue</u><br><br>Premium was $\frac{150 \checkmark}{100 \checkmark} = £1.50 \checkmark$ so issue price was $£1.50 + £1 = £2.50 \checkmark$<br><br>The share issue price was higher in September ✓ because the market price of the shares was higher then, compared to when the original shares were issued. ✓✓ The share premium reflects the market price. ✓ | <b>(12)</b> |



| Question Number | Answer  | Mark        |
|-----------------|---|-------------|
| <b>3(b)(v)</b>  | <p>Share Capital, Share Premium, and CRR ✓ are capital reserves ✓ and cannot be used to pay dividends. ✓ Total of 1290 cannot be used for dividends. ✓</p> <p>Retained earnings, General, and Asset Replacement ✓ are revenue reserves ✓ and can be used to pay dividends. ✓ Total of 104 can be used for dividends. ✓</p> <p>However, Retained earnings has very little left, ✓ and General reserve has nothing. ✓</p> <p>It is only the fact that the General reserve has been transferred back, ✓ that has enabled the present dividend to be paid. ✓</p> <p>Asset Replacement could be transferred back to Retained earnings and used for dividends. ✓</p> <p>However, as more has been transferred into Asset Replacement, ✓ it is likely an asset needs replacing soon. ✓</p> | <b>(12)</b> |

| Question Number | Answer  | Mark        |
|-----------------|---|-------------|
| <b>3(c)</b>     | <p>For statement</p> <p>Company will not have pay cash dividends, ✓ which is beneficial if a liquidity problem ✓</p> <p>Bonus shares makes the Statement of Financial Position look like that of a larger company ✓ which may help to raise finance etc ✓</p> <p>Original shareholders would have been kept happy ✓ and therefore quiet ✓ as they would have received free shares ✓ and these shares are eligible for dividends. ✓</p> <p>Quicker/cheaper to issue bonus shares ✓</p> <p>Against statement</p> <p>Bonus shares bring in no cash for the company ✓✓ but a rights issue does bring in cash ✓ which is used to run the business/ pay bills ✓ or expand the business ✓ or strengthen the company</p> <p>Statement of Financial Position ✓</p> <p>Issue of bonus shares sees share price fall ✓ more than the possible fall if a rights issue ✓</p> <p>Bonus shares will result in more shares eligible for dividends ✓ so dividend per share likely to fall. ✓</p> <p>Maximum of 8 ✓ for arguing one side.</p> <p>Conclusion</p> <p>Bonus issue would <u>not</u> be better for company ✓✓</p> | <b>(12)</b> |

| Qst No                   | Answer  | Mark        |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
|--------------------------|---|-------------|-------------|-------|-------|---------------|--|--|--|---------|--------|--|--|------|---------------|--|--|-------|---|---------|----------|--------------|--------|------|------|--------------------|--|--|--|-----------|-------|--|--|----------------|-------------|--|--|------|--------|--|--|-----------|--------|------|-------------|-------|-----|-----|-----------|----------|------|------|------------|----------------|-------|------|-------------|--------------------------|-------------|------------|------------|------------------------|-----------|-------------|------------|------------------------|---|-----|------|------------------------|-----------|------------|-----------|-------------|
| <b>4(a)</b>              | <p><b>Cash Budget for 3 months February to April</b></p> <table border="1"> <thead> <tr> <th></th> <th>February</th> <th>March</th> <th>April</th> </tr> </thead> <tbody> <tr> <td><b>INCOME</b></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Capital</td> <td>15 000</td> <td></td> <td></td> </tr> <tr> <td>Loan</td> <td>15 000 ✓ both</td> <td></td> <td></td> </tr> <tr> <td>Sales</td> <td>0</td> <td>3234 ✓✓</td> <td>5698 ✓✓✓</td> </tr> <tr> <td><b>Total</b></td> <td>30 000</td> <td>3234</td> <td>5698</td> </tr> <tr> <td><b>EXPENDITURE</b></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Machinery</td> <td>12400</td> <td></td> <td></td> </tr> <tr> <td>Delivery Truck</td> <td>9500 ✓ both</td> <td></td> <td></td> </tr> <tr> <td>Rent</td> <td>3597 ✓</td> <td></td> <td></td> </tr> <tr> <td>Materials</td> <td>840 ✓✓</td> <td>1120</td> <td>1120 ✓ both</td> </tr> <tr> <td>Water</td> <td>640</td> <td>640</td> <td>640 ✓ all</td> </tr> <tr> <td>Drawings</td> <td>1600</td> <td>1600</td> <td>1600 ✓ all</td> </tr> <tr> <td>Delivery Costs</td> <td>840 ✓</td> <td>1120</td> <td>1120 ✓ both</td> </tr> <tr> <td><b>Total Expenditure</b></td> <td>29417 ✓ o/f</td> <td>4480 ✓ o/f</td> <td>4480 ✓ o/f</td> </tr> <tr> <td><b>Monthly Balance</b></td> <td>583 ✓ o/f</td> <td>-1246 ✓ o/f</td> <td>1218 ✓ o/f</td> </tr> <tr> <td><b>Opening Balance</b></td> <td>0</td> <td>583</td> <td>-663</td> </tr> <tr> <td><b>Closing Balance</b></td> <td>583 ✓ o/f</td> <td>-663 ✓ o/f</td> <td>555 ✓ o/f</td> </tr> </tbody> </table> <p><b>Workings</b></p> <p><b>Sales</b></p> <p>March = (3 weeks x 5 days x 1400 x 0.22p x 0.70%) = £3 234 (or ✓✓)<br/>Any 3 = first ✓</p> <p>April = (3 weeks x 5 days x 1400 x 0.22p x 0.30%) = £1 386 ✓<br/>(4 weeks x 5 days x 1400 x 0.22p x 0.70%) = <u>£4 312</u> ✓<br/>£5 698 ✓ o/f</p> <p><b>Materials</b></p> <p>February = (3 weeks x 5 days x 1400 x 0.04p) = £840 (or ✓✓)<br/>(Any three items = first ✓)</p> |             | February    | March | April | <b>INCOME</b> |  |  |  | Capital | 15 000 |  |  | Loan | 15 000 ✓ both |  |  | Sales | 0 | 3234 ✓✓ | 5698 ✓✓✓ | <b>Total</b> | 30 000 | 3234 | 5698 | <b>EXPENDITURE</b> |  |  |  | Machinery | 12400 |  |  | Delivery Truck | 9500 ✓ both |  |  | Rent | 3597 ✓ |  |  | Materials | 840 ✓✓ | 1120 | 1120 ✓ both | Water | 640 | 640 | 640 ✓ all | Drawings | 1600 | 1600 | 1600 ✓ all | Delivery Costs | 840 ✓ | 1120 | 1120 ✓ both | <b>Total Expenditure</b> | 29417 ✓ o/f | 4480 ✓ o/f | 4480 ✓ o/f | <b>Monthly Balance</b> | 583 ✓ o/f | -1246 ✓ o/f | 1218 ✓ o/f | <b>Opening Balance</b> | 0 | 583 | -663 | <b>Closing Balance</b> | 583 ✓ o/f | -663 ✓ o/f | 555 ✓ o/f | <b>(24)</b> |
|                          | February  | March       | April       |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>INCOME</b>            |   |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Capital                  | 15 000  |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Loan                     | 15 000 ✓ both   |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Sales                    | 0   | 3234 ✓✓     | 5698 ✓✓✓    |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>Total</b>             | 30 000  | 3234        | 5698        |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>EXPENDITURE</b>       |   |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Machinery                | 12400   |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Delivery Truck           | 9500 ✓ both   |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Rent                     | 3597 ✓  |             |             |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Materials                | 840 ✓✓  | 1120        | 1120 ✓ both |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Water                    | 640   | 640         | 640 ✓ all   |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Drawings                 | 1600  | 1600        | 1600 ✓ all  |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| Delivery Costs           | 840 ✓   | 1120        | 1120 ✓ both |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>Total Expenditure</b> | 29417 ✓ o/f   | 4480 ✓ o/f  | 4480 ✓ o/f  |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>Monthly Balance</b>   | 583 ✓ o/f   | -1246 ✓ o/f | 1218 ✓ o/f  |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>Opening Balance</b>   | 0   | 583         | -663        |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |
| <b>Closing Balance</b>   | 583 ✓ o/f   | -663 ✓ o/f  | 555 ✓ o/f   |       |       |               |  |  |  |         |        |  |  |      |               |  |  |       |   |         |          |              |        |      |      |                    |  |  |  |           |       |  |  |                |             |  |  |      |        |  |  |           |        |      |             |       |     |     |           |          |      |      |            |                |       |      |             |                          |             |            |            |                        |           |             |            |                        |   |     |      |                        |           |            |           |             |

| Question Number | Answer   | Mark       |
|-----------------|--|------------|
| <b>4(b)</b>     | <p>O/F rule applies</p> <p><b>FOR</b> correct drawings<br/>April balance is £1 218 but needs to have monthly rent of £1199 deducted, ✓ leaving a "balance" of £19, ✓ so Kim cannot draw out any more. ✓<br/>May will be the first month of "normal" sales revenue ✓ of £6 160 ✓ which leaves a "balance" of £481. ✓ This will be needed for irregular payments eg truck service, ✓ as a precaution, ✓ and to pay back the loan eventually. ✓</p> <p><b>AGAINST</b> correct drawings<br/>£481 per month is not enough to meet irregular payments/bills ✓ as a precaution, ✓ and pay back the loan. ✓ The drawings should be smaller. ✓<br/>With these drawings, March has a negative balance. ✓</p> <p>Maximum for arguing only one side of the argument 4 marks</p> <p><b>CONCLUSION</b><br/>Should relate to points made above ie Drawings are at correct/incorrect level. ✓✓</p> | <b>(8)</b> |

| Question Number  | Answer  | Mark        |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|--|---|-------------|-------------|--------------|---------------|---------------|------------|---|--|------------|------------|--|---|-----------|---------|---------|------------|---|-----------|---------|---------|----------|---|-----------|---------|---------|----------|---|-----------|---------|---------|---------|---|-----------|---------|---------|---------|
| <b>5(a)(i)</b>   | <b>Payback Period</b>   |             |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  | <table border="1"> <thead> <tr> <th>Year</th> <th>Cash Inflow</th> <th>Cash Outflow</th> <th>Net Cash Flow</th> <th>Cumulative</th> </tr> </thead> <tbody> <tr> <td>0</td> <td></td> <td>-1,900,000</td> <td>-1,900,000</td> <td></td> </tr> <tr> <td>1</td> <td>1,200,000</td> <td>682,000</td> <td>518,000</td> <td>-1,382,000</td> </tr> <tr> <td>2</td> <td>1,260,000</td> <td>682,000</td> <td>578,000</td> <td>-804,000</td> </tr> <tr> <td>3</td> <td>1,260,000</td> <td>682,000</td> <td>578,000</td> <td>-226,000</td> </tr> <tr> <td>4</td> <td>1,323,000</td> <td>732,000</td> <td>591,000</td> <td>365,000</td> </tr> <tr> <td>5</td> <td>1,353,000</td> <td>732,000</td> <td>621,000</td> <td>986,000</td> </tr> </tbody> </table> |             | Year        | Cash Inflow  | Cash Outflow  | Net Cash Flow | Cumulative | 0 |  | -1,900,000 | -1,900,000 |  | 1 | 1,200,000 | 682,000 | 518,000 | -1,382,000 | 2 | 1,260,000 | 682,000 | 578,000 | -804,000 | 3 | 1,260,000 | 682,000 | 578,000 | -226,000 | 4 | 1,323,000 | 732,000 | 591,000 | 365,000 | 5 | 1,353,000 | 732,000 | 621,000 | 986,000 |
|  | Year  |             | Cash Inflow | Cash Outflow | Net Cash Flow | Cumulative    |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  | 0   |             |             | -1,900,000   | -1,900,000    |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  | 1   |             | 1,200,000   | 682,000      | 518,000       | -1,382,000    |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  | 2   |             | 1,260,000   | 682,000      | 578,000       | -804,000      |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  | 3   |             | 1,260,000   | 682,000      | 578,000       | -226,000      |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
| 4  | 1,323,000   | 732,000     | 591,000     | 365,000      |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
| 5  | 1,353,000   | 732,000     | 621,000     | 986,000      |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
| Pay back is after 3 and $\frac{226 \times 12 \text{ years}}{591} = 3 \text{ years } 4.59 \text{ months}$ | $\checkmark\checkmark$ O/F $\checkmark\checkmark$ O/F   |             |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  |   |             |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  |   |             |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  |   |             |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  |   |             |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |
|  |   | <b>(14)</b> |             |              |               |               |            |   |  |            |            |  |   |           |         |         |            |   |           |         |         |          |   |           |         |         |          |   |           |         |         |         |   |           |         |         |         |

| Question Number | Answer   | Mark        |
|-----------------|--|-------------|
| <b>5(a)(ii)</b> | <b>Average Rate of Return</b>  |             |
|                 | Total Surplus of Project = $\frac{\pounds 6\,396\,000}{\checkmark}$ o/f - $\frac{\pounds 5\,410\,000}{\checkmark}$ o/f = $\frac{\pounds 986\,000}{\checkmark}$ o/f |             |
|                 | Average Annual return = $\frac{\pounds 986\,000}{5 \text{ years}}$ o/f $\checkmark$ = $\pounds 197\,200$ per year o/f $\checkmark$                                 |             |
|                 | Accounting rate of return = $\frac{\pounds 197\,200}{\pounds 1\,900\,000}$ o/f $\checkmark$ x 100 = 10.38% $\checkmark$ o/f $\checkmark$ C                         |             |
|                 | <b>Other formulae are acceptable</b>   | <b>(10)</b> |

| Question Number | Answer  | Mark       |
|-----------------|---|------------|
| <b>5(b)</b>     | <b>Evaluation – own figure rule applies.</b> Answers may include :  |            |
|                 | <p><b>Against Investment</b><br/> Payback method says do not invest <math>\checkmark</math> as project not within 3 year payback period <math>\checkmark</math><br/> May be better investment projects available? <math>\checkmark</math></p> <p><b>For Investment</b><br/> ARR states invest <math>\checkmark</math> as meets % return figure of 10% <math>\checkmark</math><br/> Project is profitable overall <math>\checkmark</math> having total cash inflow <math>\pounds 986\,000</math> o/f <math>\checkmark</math><br/> It is possible to dispute 3 year payback period <math>\checkmark</math>, perhaps longer is better. <math>\checkmark</math><br/> What happens after 5 years? – renewal of contract? <math>\checkmark</math> Any other/further business? <math>\checkmark</math><br/> Customer is in the public sector <math>\checkmark</math> so little chance of bad debts. <math>\checkmark</math></p> <p><b>Other Relevant Points :</b><br/> Accuracy of predictions? <math>\checkmark</math><br/> Objectives/strategy of company? <math>\checkmark</math><br/> Both methods ignore time value of money <math>\checkmark</math> unlike NPV <math>\checkmark</math><br/> Could use other methods of appraisal <math>\checkmark</math></p> <p>Total of 4 marks for arguing one side only.</p> <p><b>Conclusion :</b> <math>\checkmark\checkmark</math><br/> Must relate to points made above</p> |            |
|                 |   | <b>(8)</b> |

| Question Number | Answer   | Mark       |
|-----------------|--|------------|
| <b>6(a)(i)</b>  | Answers may include :<br>Depreciation, business rates, ✓ loan interest, insurance, ✓ | <b>(2)</b> |

| Question Number | Answer   | Mark       |
|-----------------|--|------------|
| <b>6(a)(ii)</b> | Semi variable costs are costs that may have a fixed element ✓ plus a variable element. ✓<br>OR<br>For example there may be a standing charge ✓ and an element that varies with usage. ✓<br>OR<br>A semi variable costs increases as output increases, ✓ but not in direct proportion to output. ✓<br>Possible examples gas, ✓ electricity, ✓ telephone ✓ water supply. ✓ | <b>(4)</b> |

| Question Number  | Answer   | Mark       |                    |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
|------------------|--|------------|--------------------|--|-------|--|-------------|-----------|--|-----------|--|--------------|------|--|------|--|------------------|----------------|--|-----------------|--|--|--|--|--|--|----------------|--|--|--|--|-------------|------|--|-------|--|------------------|-------------------|--|--------------------|--|------------------|-----------|--|------------|--|--------------|----------|--|----------|--|--------|------------------|--|------------------|--|------------|
| <b>6(b)</b>      | <table border="1"> <thead> <tr> <th>(i)</th> <th>Higher</th> <th></th> <th>Lower</th> <th></th> </tr> </thead> <tbody> <tr> <td>Fixed Costs</td> <td>£25,200 ✓</td> <td></td> <td>£41,100 ✓</td> <td></td> </tr> <tr> <td>Contribution</td> <td>£8 ✓</td> <td></td> <td>£3 ✓</td> <td></td> </tr> <tr> <td>Break even point</td> <td>3150 ✓ o/f ✓ C</td> <td></td> <td>13700 ✓ o/f ✓ C</td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <th>(ii) and (iii)</th> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Sales units</td> <td>3342</td> <td></td> <td>14784</td> <td></td> </tr> <tr> <td>Break even point</td> <td>3150 ✓ o/f (both)</td> <td></td> <td>13700 ✓ o/f (both)</td> <td></td> </tr> <tr> <td>Margin of safety</td> <td>192 ✓ o/f</td> <td></td> <td>1084 ✓ o/f</td> <td></td> </tr> <tr> <td>Contribution</td> <td>£8 ✓ o/f</td> <td></td> <td>£3 ✓ o/f</td> <td></td> </tr> <tr> <td>Profit</td> <td>£1,536 ✓ o/f ✓ C</td> <td></td> <td>£3,252 ✓ o/f ✓ C</td> <td></td> </tr> </tbody> </table> | (i)        | Higher             |  | Lower |  | Fixed Costs | £25,200 ✓ |  | £41,100 ✓ |  | Contribution | £8 ✓ |  | £3 ✓ |  | Break even point | 3150 ✓ o/f ✓ C |  | 13700 ✓ o/f ✓ C |  |  |  |  |  |  | (ii) and (iii) |  |  |  |  | Sales units | 3342 |  | 14784 |  | Break even point | 3150 ✓ o/f (both) |  | 13700 ✓ o/f (both) |  | Margin of safety | 192 ✓ o/f |  | 1084 ✓ o/f |  | Contribution | £8 ✓ o/f |  | £3 ✓ o/f |  | Profit | £1,536 ✓ o/f ✓ C |  | £3,252 ✓ o/f ✓ C |  | <b>(8)</b> |
| (i)              | Higher   |            | Lower              |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Fixed Costs      | £25,200 ✓  |            | £41,100 ✓          |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Contribution     | £8 ✓   |            | £3 ✓               |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Break even point | 3150 ✓ o/f ✓ C   |            | 13700 ✓ o/f ✓ C    |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
|                  |  |            |                    |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| (ii) and (iii)   |  |            |                    |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Sales units      | 3342   |            | 14784              |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Break even point | 3150 ✓ o/f (both)  |            | 13700 ✓ o/f (both) |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Margin of safety | 192 ✓ o/f  |            | 1084 ✓ o/f         |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Contribution     | £8 ✓ o/f   |            | £3 ✓ o/f           |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
| Profit           | £1,536 ✓ o/f ✓ C   |            | £3,252 ✓ o/f ✓ C   |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
|                  |  | <b>(4)</b> |                    |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |
|                  |  | <b>(6)</b> |                    |  |       |  |             |           |  |           |  |              |      |  |      |  |                  |                |  |                 |  |  |  |  |  |  |                |  |  |  |  |             |      |  |       |  |                  |                   |  |                    |  |                  |           |  |            |  |              |          |  |          |  |        |                  |  |                  |  |            |

| Question Number | Answer   | Mark       |
|-----------------|--|------------|
| <b>6(c)</b>     | Own figure rule applies<br><br><b>Case for Higher End staying open</b><br>Lower break even point ✓ by 10 550 units. ✓<br>Lower level of fixed costs ✓ by £15 900 ✓ if stays open, no need to pay rent on other store. ✓<br>Higher contribution per unit ✓ by £5 per unit ✓<br><br><b>Case for Lower End staying open</b><br>Higher profit ✓ by £1 716 ✓<br>Greater margin of safety ✓ by 892 units. ✓<br>Higher level of sales ✓ by 11 442 units ✓<br>If other store closes, building could be sold, ✓ and maybe this stores building purchased. ✓<br><br>Maximum of 4 ✓ for arguing one side only.<br>Conclusion ✓✓<br>Should <b>CLOSE Higher end</b> store as lower profit made . ✓✓ | <b>(8)</b> |

| Question Number      | Answer   | Mark         |                   |              |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |
|----------------------|--|--------------|-------------------|--------------|--|--|--|------------|--|-----------|--|-------|----------------------|--------|--|---|--|-----------------|--|--------|---|-------|------------------------------|-----------|--|---|--|-------------------------|--|-----------|---|------------|
| <b>7(a)(i)-(iii)</b> | <table border="1"> <tr> <td>Jan 6</td> <td>Realisation a/c ✓</td> <td>4 200 000 ✓✓</td> <td></td> <td></td> </tr> <tr> <td></td> <td>Land a/c ✓</td> <td></td> <td>4 200 000</td> <td></td> </tr> <tr> <td>Jan 6</td> <td>Current Taxation a/c</td> <td>49 800</td> <td></td> <td>✓</td> </tr> <tr> <td></td> <td>Realisation a/c</td> <td></td> <td>49 800</td> <td>✓</td> </tr> <tr> <td>Jan 6</td> <td>Ordinary Shares of £1.20 a/c</td> <td>6 000 000</td> <td></td> <td>✓</td> </tr> <tr> <td></td> <td>Sundry Shareholders a/c</td> <td></td> <td>6 000 000</td> <td>✓</td> </tr> </table> | Jan 6        | Realisation a/c ✓ | 4 200 000 ✓✓ |  |  |  | Land a/c ✓ |  | 4 200 000 |  | Jan 6 | Current Taxation a/c | 49 800 |  | ✓ |  | Realisation a/c |  | 49 800 | ✓ | Jan 6 | Ordinary Shares of £1.20 a/c | 6 000 000 |  | ✓ |  | Sundry Shareholders a/c |  | 6 000 000 | ✓ | <b>(8)</b> |
| Jan 6                | Realisation a/c ✓  | 4 200 000 ✓✓ |                   |              |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |
|                      | Land a/c ✓   |              | 4 200 000         |              |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |
| Jan 6                | Current Taxation a/c   | 49 800       |                   | ✓            |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |
|                      | Realisation a/c  |              | 49 800            | ✓            |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |
| Jan 6                | Ordinary Shares of £1.20 a/c   | 6 000 000    |                   | ✓            |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |
|                      | Sundry Shareholders a/c  |              | 6 000 000         | ✓            |  |  |  |            |  |           |  |       |                      |        |  |   |  |                 |  |        |   |       |                              |           |  |   |  |                         |  |           |   |            |

| Question Number                                 | Answer  | Mark                  |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
|---|---|-----------------------|---|--|--|---|------------|------------|--|--|-------|--|--|--------------------------------------|-------|--|--|--|-------|--|--|--|----------------|--|--|-----------|--------|------------|---|------------|
| <b>7(b)</b>                                     | <table border="1"> <tr> <td colspan="4"><b>Purchase Price</b></td> </tr> <tr> <td>No. of Ordinary shares in Machine Tools Limited</td> <td>6 000 000✓</td> <td>5 000 000✓</td> <td></td> </tr> <tr> <td></td> <td>1.20✓</td> <td></td> <td></td> </tr> <tr> <td>Shareholders receive/ Purchase Price</td> <td>£1.00</td> <td></td> <td></td> </tr> <tr> <td></td> <td>£0.58</td> <td></td> <td></td> </tr> <tr> <td></td> <td>£0.27✓ (all 3)</td> <td></td> <td></td> </tr> <tr> <td>5 000 000</td> <td>£1.85✓</td> <td>£9 250 000</td> <td>✓</td> </tr> </table> | <b>Purchase Price</b> |   |  |  | No. of Ordinary shares in Machine Tools Limited | 6 000 000✓ | 5 000 000✓ |  |  | 1.20✓ |  |  | Shareholders receive/ Purchase Price | £1.00 |  |  |  | £0.58 |  |  |  | £0.27✓ (all 3) |  |  | 5 000 000 | £1.85✓ | £9 250 000 | ✓ | <b>(6)</b> |
| <b>Purchase Price</b>                           |   |                       |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
| No. of Ordinary shares in Machine Tools Limited | 6 000 000✓  | 5 000 000✓            |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
|   | 1.20✓   |                       |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
| Shareholders receive/ Purchase Price            | £1.00   |                       |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
|   | £0.58   |                       |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
|   | £0.27✓ (all 3)  |                       |   |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |
| 5 000 000                                       | £1.85✓  | £9 250 000            | ✓ |  |  |   |            |            |  |  |       |  |  |                                      |       |  |  |  |       |  |  |  |                |  |  |           |        |            |   |            |

| Question Number   | Answer   | Mark                           |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
|---|--|--------------------------------|--|--|----------------|-----------|-------|---|-------------|-------|---------------------|---------|---|--------|-----------|---|------------------|---------|---|-------------|---------|---|--------------------|---------|---|----------------|---------|---|----------|-----------|-------|-------------|
| <b>7(c)</b>   | <table border="1"> <tr> <td colspan="3"><b>Calculation of Goodwill</b></td> </tr> <tr> <td>Purchase Price</td> <td>9 250 000</td> <td>✓ o/f</td> </tr> <tr> <td>Original Book value of Machine Tools Limited (22.2 ✓ - 14.8 ✓ = 7.4 )</td> <td>(7 400 000)</td> <td>Or ✓✓</td> </tr> <tr> <td>Adjustments - Stock</td> <td>620 000</td> <td>✓</td> </tr> <tr> <td>- Land</td> <td>(210 000)</td> <td>✓</td> </tr> <tr> <td>- Motor vehicles</td> <td>125 000</td> <td>✓</td> </tr> <tr> <td>- Equipment</td> <td>125 000</td> <td>✓</td> </tr> <tr> <td>- Current taxation</td> <td>(9 300)</td> <td>✓</td> </tr> <tr> <td>Excluding Bank</td> <td>123 000</td> <td>✓</td> </tr> <tr> <td>Goodwill</td> <td>2 623 700</td> <td>✓ o/f</td> </tr> </table> | <b>Calculation of Goodwill</b> |  |  | Purchase Price | 9 250 000 | ✓ o/f | Original Book value of Machine Tools Limited (22.2 ✓ - 14.8 ✓ = 7.4 ) | (7 400 000) | Or ✓✓ | Adjustments - Stock | 620 000 | ✓ | - Land | (210 000) | ✓ | - Motor vehicles | 125 000 | ✓ | - Equipment | 125 000 | ✓ | - Current taxation | (9 300) | ✓ | Excluding Bank | 123 000 | ✓ | Goodwill | 2 623 700 | ✓ o/f | <b>(10)</b> |
| <b>Calculation of Goodwill</b>  |  |                                |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| Purchase Price  | 9 250 000  | ✓ o/f                          |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| Original Book value of Machine Tools Limited (22.2 ✓ - 14.8 ✓ = 7.4 ) | (7 400 000)  | Or ✓✓                          |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| Adjustments - Stock   | 620 000  | ✓                              |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| - Land  | (210 000)  | ✓                              |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| - Motor vehicles  | 125 000  | ✓                              |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| - Equipment   | 125 000  | ✓                              |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| - Current taxation  | (9 300)  | ✓                              |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| Excluding Bank  | 123 000  | ✓                              |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |
| Goodwill  | 2 623 700  | ✓ o/f                          |  |  |                |           |       |   |             |       |                     |         |   |        |           |   |                  |         |   |             |         |   |                    |         |   |                |         |   |          |           |       |             |

| Question Number | Answer   | Mark       |
|-----------------|--|------------|
| <b>7(d)</b>     | <p><b>AGAINST Revaluations</b><br/>           The larger party may be in a position of strength and abuse this position ✓ to revalue assets to their own advantage ✓ ie lower value than true market value ✓<br/>           Revaluing assets and liabilities a pointless waste of time and money ✓ because the buyer can agree to pay whatever goodwill they feel is appropriate. ✓<br/>           Professional valuers may be required ✓ and these may charge considerable fees ✓</p> <p><b>FOR Revaluations</b><br/>           Even if one party is in a position of strength, the other party does not have to agree to a sale ✓ if they do not like the value put on assets. ✓<br/>           It is only fair ✓ that assets and liabilities are sold for their correct market value, ✓ not some historical book value ✓ that may not reflect market value. ✓</p> <p>Maximum of 4 marks per side of argument.</p> <p><b>Conclusion</b><br/>           2 marks available<br/>           It is appropriate for revaluations. ✓✓</p> | <b>(8)</b> |

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