## Pearson Edexcel

Mark Scheme (Results)

## Summer 2018

Pearson Edexcel IAL Accounting
In Accounting (WAC12)
Paper 01 Corporate and Management Accounting

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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.

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{1 ( a )}$ | AO1 (16), AO2 (21), AO3 (6) | (43) |


| Statement of Cash Flow for y/e 31 March 2018 |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Flows from operating activities |  |  |  |
| Profit after interest before tax | 68000 | (1) A01 |  |
| Add interest paid | 27000 | W1 (3) |  |
| Add Amortisation of goodwill | 7000 | W2 (2) |  |
| Add Depreciation | 1102000 | W3 (5) |  |
| Add Loss on Sale of non-current asset | 110000 | W4 (2) |  |
| Operating cash flow before working capital changes | 1314000 | (1of) A01 |  |
| Decrease in inventories | 35000 | (1) A01 |  |
| Increase in trade receivables | (22 000) | (1) A01 | 23 |
| Decrease in other receivables | 6000 | (1) AO1 |  |
| Decrease in trade payables | (58 000) | (1) A01 |  |
| Increase in other payables | 2000 | (1) A01 |  |
| Cash generated from operations | 1277000 | (1of) A01 |  |
| Less Interest Paid on Bank loan | (27 000) | (1of) AO1 |  |
| Less Tax Paid | $(323000)$ | (1) A01 |  |
| Net Cash from Operating Activities | 927000 | (1of) A01 |  |
|  |  |  |  |
| Cash Flow from Investing Activities |  |  |  |
| Payments to acquire tangible non-current assets | (2358 000) | W5(5) |  |
| Proceeds from sale of tangible non-current assets | 970000 | (1) AO2 | 7 |
| Net Cash Used in Investing Activities | (1388 000) | (1of) A01 |  |
|  |  |  |  |
| Cash Flow from Financing Activities |  |  |  |
| Issue of Ordinary shares (400 $000+50000$ ) (1) AO2 | 450000 | (1) AO2 |  |
| Receipt of bank loan | 100000 | (1) AO2 |  |
| Dividends Paid : Final 2017 (8000 $000 \times 1.9 p$ ) (1) AO2 | $(152000)$ | (1) AO 2 | 10 |
| Interim 2018 (8400 $000 \times 0.5 p$ ) (1) AO2 | (42 000) | (1) AO2 |  |
| Preference ( $600000 \times 5.5 p$ ) (1) AO2 | $(33000)$ | (1) AO2 |  |
| Net Cash From Financing Activities | 323000 | (1of) A01 |  |
|  |  |  |  |
| Net decrease in cash and cash equivalents | (138 000) | (1of) A01 | 1 |
|  |  |  |  |
| Cash and cash equivalents at the beginning of the year | 121000 | (1) A01 |  |
|  |  |  |  |
| Cash and cash equivalents at the end of the year | (17 000) | (1) AO1 | 2 |
| Net decrease in cash and cash equivalents | $(138000)$ | Total | 43 Marks |


| W1 Calculation of interest paid |  |  |
| :---: | :---: | :---: |
| $(400000 \times 6 \% \times 0.5)=£ 12000 \text { (1) AO2 }$ |  |  |
| $(500000 \times 6 \% \times 0.5)=£ 15000$ (1) AO2 Total $=$ | $£ 27000$ | (1) AO2 |
| W2 Calculation of Goodwill Amortisation |  |  |
| $(£ 133000-£ 126000)(1) A 02=£ 7000$ (1) AO2 |  |  |
| W3 Depreciation calculation |  |  |
| Depreciation at 31 March 2018 | 3652000 | (1) AO3 |
| Less depreciation at 31 March 2017 | -3 270000 | (1) AO3 |
|  | 382000 | (1) AO2 |
| Plus depreciation on assets sold | 720000 | (1) AO3 |
| Total depreciation for year | 1102000 | (1of) AO2 |
|  |  |  |
| W4 Calculation of Loss on non-current asset |  |  |
| $(£ 1800000-£ 720$ 000)-£970 000 (1) $\mathrm{AO2}=$ | $£ 110000$ | (1) AO2 |
|  |  |  |
| W5 Calculation of Purchase price of property |  |  |
| PPE at cost 31 March 2018 | 11414000 | (1) AO3 |
| Less PPE at cost 31 March 2017 | 10856000 | (1) AO3 |
|  | 558000 | (1) A02 |
| Plus cost of asset sold | 1800000 | (1) AO3 |
| Purchase price of property | 2358000 | (1of) AO2 |


| Question <br> Number | Indicative Content | Mark |
| :--- | :--- | :--- |
| $\mathbf{1 ( b )}$ | AO1 (1), AO2 (1), AO3 (4), AO4 (6) <br> Answers may include: <br> Profitability |  |
|  | Profit after interest is very low at only $£ 68000$. <br> The return on capital employed is only $0.67 \%$ which is <br> poor. <br> However, over $£ 1.2$ million of cash has been generated <br> from operations. <br> Liquidity |  |
| Cash and cash equivalents have worsened by $£ 138$ 000 <br> in the year, which is worrying. <br> The overdraft / cash and cash equivalents is $£ 17$ 000. <br> This is worrying, given that there was a $£ 0.97$ million <br> inflow from the sale of a retail property. Also, the bank <br> loan increased by $£ 100$ 000, and there was a share <br> issue that raise $£ 0.45$ million. <br> However, $£ 2.358$ million was spent on purchasing <br> another retail property - this sees a large outflow, but <br> should be used to generate future profits. <br> The dividend policy looks generous, given the profit <br> after interest of only $£ 68$ 000 - ordinary shareholders <br> received $£ 194000$ in the financial year. |  |  |


| Level | Mark | Descriptor |
| :--- | :--- | :--- |
| Level 1 | 0 | $1-3$ |
| Level 2 | $4-6$ | A completely incorrect response. <br> recall based. <br> Weak or no relevant application to the scenario set. <br> Generic assertions may be present. |
| Level 3 | $7-9$ | Elements of knowledge and understanding, which are <br> applied to the scenario. <br> Chains of reasoning are present, but may be <br> incomplete or invalid. <br> A generic or superficial assessment is present. |
| Level 4 | Accurate and thorough understanding, supported <br> throughout by relevant application to the scenario. <br> Some analytical perspectives are present, with <br> developed chains of reasoning, showing causes and/or <br> effects. <br> An attempt at an assessment is presented, using <br> financial and non-financial information, in an <br> appropriate format and communicates reasoned <br> explanations. |  |
| $10-12$ | Accurate and thorough knowledge and understanding, <br> supported throughout by relevant and effective <br> application to the scenario. <br> A coherent and logical chain of reasoning, showing <br> causes and effects. <br> Assessment is balanced, wide ranging and well <br> contextualised using financial and non-financial <br> information and makes informed recommendations <br> and decisions. |  |


| Question Number | Answer | Mark |
| :---: | :---: | :---: |
| 2 (a) | AO1 (8) <br> A01: Eight marks for correct calculation of production cost. $\begin{aligned} & \text { Budgeted cost of one packet of Grainbox: } \\ & \text { Labour }=16 \text { workers paid } £ 8 \text { per hour }=£ 128 \\ & \text { per hour } \\ & =\frac{£ 128.00}{3200} \text { (1) AO1 }=4 \text { pence per packet (1) AO1 } \end{aligned}$ <br> Materials: 1 kilogram $=1000$ grams $\begin{aligned} & =\frac{1000 \text { grams (1) AO1 }=5 \text { packets per kilogram }}{200 \text { grams }} \begin{array}{l} \text { (1) AO1 } \end{array} \\ & =\frac{15 \text { pence (1) AO1 }=3 \text { pence per packet (1) }}{5} \text { AO1 } \end{aligned}$ <br> Total variable cost of packet $=4 p+3 p$ $=7$ pence per packet (1) A01 | (8) |


| Question Number | Answer | Mark |
| :---: | :---: | :---: |
| 2 (b)(i) |  | (13) |


| Question Number | Answer | Mark |
| :---: | :---: | :---: |
| 2 (b)(ii) | $\begin{aligned} & \text { AO1 (3), AO2 (11) } \\ & \text { AO1: Three marks for correct formula. } \\ & \text { AO2: Eleven marks for correct calculations of } \\ & \text { variances. } \\ & \text { Material Usage Variance = (Actual Usage - } \\ & \text { Standard Usage) x Standard Price (1) AO1 } \\ & =(104000(\mathbf{1 ) A O 2 - 1 0 2 4 0 0} \text { (1)AO2) } \times £ 0.15(\mathbf{1 )} \\ & \text { AO2 } \\ & =£ 240 \text { Adverse (1) AO2 } \end{aligned}$ <br> Materials Price Variance $=$ (Actual Price Standard Price) x Actual Usage (1) AO1 $\begin{array}{r} =\left(\frac{15808}{104000} \mathbf{( 1 )} \mathbf{A O 2 - £ 0 . 1 5 ( 1 ) ~ A O 2 ) \times 1 0 4 0 0 0}\right. \\ =(£ 0.15 .2-£ 0.15) \times 104000=£ 208 \text { Adverse (1) } \\ \text { AO2 } \end{array}$ <br> Total Material Cost Variance $\begin{aligned} & =(\text { Actual Usage } \times \text { Actual Price }) \text {-(Standard Usage } \\ & \times \text { Standard Price)(1) AO1 } \\ & =(104000 \times £ 0.15 .2)(\mathbf{1 o f}) \text { AO2 -(102 400x£0.15) } \\ & \text { (1) AO2 } \\ & =£ 15808-£ 15360=£ 448 \text { Adverse (1) AO2 } \end{aligned}$ | (14) |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 2 (c) | AO1 (2), AO3 (6) <br> AO1: Two marks for correct formula. <br> AO3: Six marks for correct calculations of <br> variances. |  |


| Calculation of Profit |  |  |  |
| :--- | ---: | ---: | :--- |
| Revenue (538 000 packets $\times £ 0.55)$ |  |  |  |
| Opening inventory (127 000 packets $\times £ 0.12)$ | 15240 |  | (1) AO3 |
| Materials | 15808 | (1) A03 |  |
| Labour | 20856 | (1) A03 |  |
| Closing inventory <br> (101 000 (1) AO3 packets $\times £ 0.12)$ | $(12120)$ |  | (1) A03 |
| Cost of Sales |  | $(39784)$ |  |
| Gross Profit |  | 256116 |  |
| Fixed costs |  | $\underline{(24775)}$ | (1) A01 |
| Profit |  | 231341 | (1of) AO1 |


| Question Number | Indicative Content | Mark |
| :---: | :---: | :---: |
| 2 (d) | AO1 (1), AO2 (1), AO3 (4), AO4 (6) <br> Case for performed well <br> Production target of 5120000 was met. <br> The production line managed to hit this output figure in only 158 hours, which is 2 hours less than the budgeted hours. i.e. labour efficiency variance was favourable. Possibly the reason was good performance by the production department. <br> Profit of $£ 231341$ was made for the month which is very good. Contribution is high and so is profit margin. <br> Case against performing well <br> The actual wage rate was $£ 0.25$ (o/f) per hour higher than the budget figure i.e. labour rate variance was adverse. The labour cost per packet was actually $£ 20856$ / 512000 , which is 0.4073 pence to packet, which is a higher cost than budgeted. Was this due to poor performance by the HR department, or a strong union etc.? <br> The price paid for materials was above the budget, ( 15.2 (o/f) pence per kg compared to budgeted 15 pence per kg ) i.e. material price variance was adverse. Was this due to a poor performance from the purchasing department? Or was this due to external factors outside the company's control e.g. world price of wheat rising? <br> The quantity of materials used, 104000 kg , was 1600 kg above the budget figure of 102400 kg i.e. material usage was adverse. The actual quantity used per packet was $104000 / 512000$, which is 203.125 grams per packet. Was this due to a poor performance by the labour on the production line, or dated machinery etc.? <br> Decision <br> Should relate to the valid arguments put forward by candidate. |  |


| Level | Mark | Descriptor |
| :--- | :--- | :--- |
| Level 1 | $1-3$ | A completely incorrect response. |
| Level 2 | $4-6$ | Isolated elements of knowledge and understanding <br> recall based. <br> Weak or no relevant application to the scenario set. <br> Generic assertions may be present. |
| Level 3 | $7-9$ | Elements of knowledge and understanding, which are <br> applied to the scenario. <br> Chains of reasoning are present, but may be <br> incomplete or invalid. <br> A generic or superficial assessment is present. |
| Level 4 | $10-$Accurate and thorough understanding, supported <br> throughout by relevant application to the scenario. <br> Some analytical perspectives are present, with <br> developed chains of reasoning, showing causes and/or <br> effects. <br> An attempt at an assessment is presented, using <br> financial and non-financial information, in an <br> appropriate format and communicates reasoned <br> explanations. |  |
| Accurate and thorough knowledge and understanding, <br> supported throughout by relevant and effective <br> application to the scenario. <br> A coherent and logical chain of reasoning, showing <br> causes and effects. <br> Assessment is balanced, wide ranging and well <br> contextualised using financial and non-financial <br> information and makes informed recommendations <br> and decisions. |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{3 ( a ) ( i )}$ | AO1 (2), AO3 (3) <br> AO1: Two marks for asset value in SOFP and <br> value of assets taken over. <br> AO3: Three marks for correct figures for <br> assets not taken over and adjustments. |  |


| Calculation of value of assets taken <br> over |  |  |
| :--- | ---: | :--- |
| As per statement of financial position | 140500000 | (1) AO1 |
| Less Trade receivables | $(15700000)$ |  |
| Cash and cash equivalents | $(1100000)$ | (1) AO3 both |
| Adjustments - Plant | $(2300000)$ |  |
| - Equipment | $(400000)$ |  |
| - Inventory | $(600000)$ | (1) A03 all three |
| - Property | 3200000 | (1) A03 |
| Value of assets taken over | 123600000 | (10f) AO1 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 3 (a)(ii) | AO1 (2), AO3 (1) <br> AO1: Two marks for liabilities value in SOFP <br> and value of liabilities taken over. <br> AO3: One mark for correct figures for liability <br> not taken over and adjustment. |  |


| Calculation of value of liabilities taken <br> over |  |  |
| :--- | ---: | :--- |
| As per statement of financial position | 105700000 | Both |
| Less Tax payable | $(2400000)$ | (1) AO1 |
| Adjustment - Trade payables | $(200000)$ | (1) AO3 |
| Value of liabilities taken over | 103100000 | (1of) AO1 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 3 (a)(iii) | AO2 (4) <br> AO2: Four marks for calculation of purchase <br> price. |  |


| Calculation of Purchase Price |  |  |  |
| :---: | :---: | :---: | :---: |
| No. of Ordinary shares in North Point plc | $\underline{\underline{20} 000000}$ | 100000000 | (1) AO2 |
|  | 0.25 |  |  |
| Shareholders receive/ Purchase Price |  |  |  |
| Wan Chai plc share | $£ 0.50$ |  |  |
| Premium | $£ 0.42$ |  |  |
| Cash | £0.48 |  |  |
| $\begin{array}{ll} \frac{100000000}{5}(\mathrm{o} / \mathrm{f})=20000000(\mathrm{o} / \mathrm{f}) \\ \text { (1) AO2 } \end{array}$ | $\begin{aligned} & £ 1.40 \\ & \text { (1) } \mathrm{AO2} \end{aligned}$ | $£ 28000000$ | (10f) AO2 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 3 (a)(iv) | AO1 (1), AO3 (3) <br> AO1: One mark for correct value of assets and <br> liabilities taken over. |  |
| A03: Three marks for correct figures for <br> purchase price, agreed value of North Point <br> plc and value of goodwill. |  |  |


| Calculation of Goodwill |  |  |  |
| :--- | :--- | :--- | :--- |
| Purchase Price |  | 28000000 | (10f) <br> AO3 |
|  |  |  |  |
| Value of assets | 123600000 |  |  |
| Value of liabilities | $(103100000)$ | (10f) AO1 |  |
| Agreed Value of North Point plc |  | 20500000 | (10f) <br> AO3 |
|  |  |  |  |
| Value of goodwill |  | 7500000 | (10f) <br> AO3 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{3 ~ ( b ) ~}$ | AO2 (8) <br> AO2: Eight marks for correct debit entry and <br> credit entry and correct figure. |  |


| Apr 1 | Realisation a/c | 16000000 |  | (1) AO2 |
| :---: | :---: | :---: | :---: | :---: |
|  | Property a/c |  | 16000000 | (1) AO2 |
|  |  |  |  |  |
| Apr 1 | Trade Payables a/c | 12100000 |  | (1) AO2 |
|  | Realisation a/c |  | 12100000 | (1) AO2 |
|  |  |  |  |  |
| Apr 1 | Ordinary Shares of $£ 0.25 \mathrm{a}$ /c | 25000000 |  | (1) AO2 |
|  | Sundry Shareholders a/c |  | 25000000 | (1) AO2 |
|  |  |  |  |  |
| Apr1 | Retained Earnings | 9800000 |  | (1) AO2 |
|  | Sundry Shareholders a/c |  | 9800000 | (1) AO2 |


| Question Number | Indicative Content |  | Mark |
| :---: | :---: | :---: | :---: |
| 3 (c) | AO4 (6) <br> Case for shares <br> The larger company must feel that there are benefits from taking over another company. Therefore, there must be a possibility that the share price will rise in the future. Also, the share may pay out regular dividends in the future. <br> If inflation is high, the value of cash may soon be reduced in real terms. <br> Case for cash <br> Cash may be invested, which may give good returns, or returns that are better than those of shares in the company taking over. <br> Cash could be spent straight away to give immediate consumption. <br> If inflation is not high, cash will hold its value in real terms. <br> Decision <br> The best option will depend on a number of factors, such as the performance of the larger company, the dividend policy, and inflation. |  | (6) |
| Level | Mark | Descriptor |  |
|  | 0 | A completely incorrect response. |  |
| Level 1 | 1-2 | Isolated elements of knowledge and understanding which are recall based. <br> Generic assertions may be present. <br> Weak or no relevant application to the scenario set. |  |
| Level 2 | 3-4 | Elements of knowledge and understanding, which are applied to the scenario. <br> Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision. |  |
| Level 3 | 5-6 | Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made. |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (a) | AO1 (4) |  |
|  |  |  |
|  |  | (4) |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (b) | AO2 (4) |  |
|  |  |  |
|  |  | (4) |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (c) | AO2 (5) |  |
|  |  |  |
|  |  | (5) |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (d) | AO1 (1), AO2 (3), AO3 (5) |  |
|  |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (e) | AO3 (2) |  |
|  |  |  |
|  |  | (2) |



| Level 3 | $5-6$ | Accurate and thorough knowledge and understanding. <br> Application to the scenario is relevant and effective. <br> A coherent and logical chain of reasoning, showing <br> causes and effects is present. <br> Evaluation is balanced and wide ranging, using financial <br> and perhaps non-financial information and an <br> appropriate decision is made. |
| :--- | :--- | :--- |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 5 (a) | AO2 (6) <br> AO2: Six marks for correct calculation of <br> figures in statement of changes in equity. |  |
|  | A -320 (1) AO2 |  |
|  | B-506 (1) AO2 |  |
|  | C -0 (1) AO2 |  |
|  | D -89 (1) AO2 |  |
|  | F -122 (1of) AO2 |  |
|  |  |  |
|  |  | (6) |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{5 ~ ( b ) ~}$ | AO1 (3), AO2 (6) <br> AO1: Three mark for correct reasons for <br> creation of reserve. <br> AO2: Five marks for correct examples of use <br> of reserve. <br> One mark for correct reason for creation of <br> revaluation reserve. |  |


|  | Created | Utilised (Used) |
| :--- | :--- | :--- |
| Share premium reserve | Issue of ordinary shares <br> above their nominal value <br> (1) AO1 | Write off preliminary <br> expenses on formation of <br> company or a share issue. <br> OR <br> Pay premium on <br> redemption of shares or <br> debentures <br> OR <br> Issue Bonus Shares (1) <br> AO2 |
| Retained earnings | Trading profits built up over <br> past and present years <br> (1) AO1 | Dividends paid to ordinary <br> shareholders <br> OR |
|  | Used for growth/expansion <br> of company (1) AO2 |  |
| General reserve | Transfer from Retained <br> earnings/ profits <br> (1) AO1 | Any, perhaps unspecified, <br> use. <br> Issue bonus shares <br> OR <br> Transfer back to Retained <br> earnings (1) AO2 |
| Revaluation reserve | Upward revaluation of non- <br> current asset. <br> (1) AO2 | When asset is sold (1) <br> AO2 <br> transferred to Income <br> statement/ retained <br> earnings. (1) AO2 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{5 ~ ( c ) ~}$ | AO1 (1), AO3 (2) <br> AO1: One mark for correct narrative. <br> AO3: Two marks for correct Journal entries <br> The Journal. |  |


| Figures shown in $£$ millions | Debit | Credit |
| :--- | :---: | :---: |
| Retained earnings | $8(\mathbf{1}) \mathrm{AO3}$ |  |
| Foreign Exchange reserve |  |  |
| Being transfer from Retained Earnings to Foreign Exchange reserve (1) AO3 |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{5}$ (d) | AO1 (1), AO3 (5) <br> AO1: One mark for correct narrative. <br> AO3: Five marks for correct completion of <br> Journal entries. |  |


| Figures shown in $£$ millions | Debit | Credit |
| :--- | :---: | :---: |
| Bank | 20 (1) A03 |  |
| Property |  | 18 (1) AO3 |
| Statement of Comprehensive Income | 2 (1) A03 |  |
| Revaluation reserve | 7 (1) A03 |  |
| Statement of Comprehensive Income |  |  |



| Level 3 | 5-6 | Accurate and thorough knowledge and understanding. <br> Application to the scenario is relevant and effective. <br> A coherent and logical chain of reasoning, showing <br> causes and effects is present. <br> Evaluation is balanced and wide ranging, using financial <br> and perhaps non-financial information and an <br> appropriate decision is made. |
| :--- | :--- | :--- |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{6 ~ ( a ) ~}$ | AO1 (5), AO2 (7) <br> AO1: 5 marks for calculation of sales revenue <br> and inclusion and calculation of fixed costs. <br> AO2: 7 marks for calculation of direct labour <br> and direct materials and profit or loss per <br> mine. |  |
| Workings: <br> Direct materials <br> $\frac{29760000=930 \text { kilos (1) AO2 x } £ 11000 \text { per kilo }}{32000}$ <br> $=£ 10230000$ (1) AO2 <br> $\frac{\text { Fixed Costs }}{\frac{£ 135000000}{15}=£ 9000000 \text { per year (1) AO1 }}$ <br> $+£ 5880000=£ 14880000$ (1) AO1 |  |  |


|  | Boksville |  | Igolide |  | $\begin{gathered} \text { Orange } \\ \text { Deep } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales Revenue | 22400000 | (1) AO1 | 17600000 | (1) AO1 | 29760000 |  |
| Direct Labour | 17500000 |  | 8800000 | (1) AO2 | 17670000 |  |
| Direct Materials | 7000000 |  | 3300000 | (1) AO2 | 10230000 | (2) AO2 |
| Fixed Costs | 10500000 |  | 4400000 |  | 14880000 | (2) A01 |
| Total costs | 35000000 |  | 16500000 |  | 42780000 | $\begin{aligned} & \text { (1 of) } \\ & \text { AO1 } \\ & \hline \end{aligned}$ |
| Profit (Loss) | $(12600000)$ | $\begin{aligned} & \text { (10f) } \\ & \text { AO2 } \\ & \hline \end{aligned}$ | 1100000 | $\begin{aligned} & \text { (1 of) } \\ & \text { AO2 } \\ & \hline \end{aligned}$ | (13020 000) | $\begin{aligned} & \text { (10f) } \\ & \text { AO2 } \\ & \hline \end{aligned}$ |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{6 ~ ( b ) ~}$ | AO2 (5), AO3 (7) <br> AO2: 5 marks for calculation of direct labour, <br> direct materials, and profit or loss per unit. <br> AO3: 7 marks for calculation of sales revenue, <br> contribution and fixed costs per unit. |  |


| Per kilo | Boksville |  | Igolide |  | $\begin{array}{r} \text { Orange } \\ \text { Deep } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales Revenue | 32000 |  | 32000 |  | 32000 | (1) AO3 |
|  |  |  |  |  |  | all three |
| Direct Labour | 25000 | both | 16000 |  | 19000 | (1) AO2 |
| Direct Materials | 10000 | (1) AO2 | 6000 |  | 11000 |  |
|  |  |  |  | all three |  | both |
| Contribution | (3000) | $\begin{aligned} & \text { (10f) } \\ & \text { AO3 } \end{aligned}$ | 10000 | (10f) | 2000 | $(10 f)$ |
|  |  |  |  |  |  |  |
| Fixed Costs | 15000 | (1) AO3 | 8000 | (1) AO3 | 16000 | (1) AO3 |
|  |  |  |  |  |  |  |
| Profit (Loss) | (18 000) | $\begin{aligned} & \text { (10f) } \\ & \text { AO2 } \end{aligned}$ | $2000$ | $\begin{aligned} & \text { (1of) } \\ & \text { AO2 } \end{aligned}$ | (14 000) | $\begin{aligned} & \text { (1of) } \\ & \text { AO2 } \end{aligned}$ |


| Question Number | Indicative Content |  | Mark |
| :---: | :---: | :---: | :---: |
| 6 (c) | AO4 (6) <br> Boksville <br> Makes a negative contribution (o/f), so should not be reopened, even in the short term. Also makes a loss (o/f) <br> Igolide <br> Makes a positive contribution (o/f), so should be reopened. Makes a profit (o/f), so should stay open in the long term. <br> Orange Deep <br> Makes a positive contribution (o/f), so could be reopened. However, makes an overall loss (o/f), so should not stay open in the long term. |  | (6) |
| Level | Mark | Descriptor |  |
|  | 0 | A completely incorrect response. |  |
| Level 1 | 1-2 | Isolated elements of knowledge and understanding which are recall based. <br> Generic assertions may be present. <br> Weak or no relevant application to the scenario set. |  |
| Level 2 | 3-4 | Elements of knowledge and understanding, which are applied to the scenario. <br> Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision. |  |
| Level 3 | 5-6 | Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. <br> Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made. |  |

