
ACCOUNTING

9706/21

Paper 2 Structured Questions

May/June 2017

MARK SCHEME

Maximum Mark: 90

Published

This mark scheme is published as an aid to teachers and candidates, to indicate the requirements of the examination. It shows the basis on which Examiners were instructed to award marks. It does not indicate the details of the discussions that took place at an Examiners' meeting before marking began, which would have considered the acceptability of alternative answers.

Mark schemes should be read in conjunction with the question paper and the Principal Examiner Report for Teachers.

Cambridge will not enter into discussions about these mark schemes.

Cambridge is publishing the mark schemes for the May/June 2017 series for most Cambridge IGCSE[®], Cambridge International A and AS Level and Cambridge Pre-U components, and some Cambridge O Level components.

| Question | Answer | Marks | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---------------------------------|--|---------------|----------------|---------------|----|--|--|---------|--|--|---------|--|--|---------------------------------|--------|---------------|--|--|--|-----------|---------|--|--|--|--|-------------------|-----------------|--|--|--|--|---------------|--|--|----------------|---------------|--|--------------|--|--|--------|------------|--|----------|--|--|---------------|--|--|---------------------|--|--|---------------|---------------|--|----------|
| 1(a) | <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;"></td> <td style="text-align: center; width: 10%;">\$</td> <td style="width: 10%;"></td> <td style="text-align: center; width: 10%;">\$</td> <td style="width: 10%;"></td> <td style="width: 5%;"></td> </tr> <tr> <td>Revenue</td> <td></td> <td></td> <td style="text-align: right;">300 000</td> <td></td> <td></td> </tr> <tr> <td>Opening inventory (bal. figure)</td> <td style="text-align: right;">28 000</td> <td style="text-align: right;">(1) OF</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Purchases</td> <td style="text-align: right;">250 000</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Closing inventory</td> <td style="text-align: right;"><u>(38 000)</u></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Cost of sales</td> <td></td> <td></td> <td style="text-align: right;"><u>240 000</u></td> <td style="text-align: right;">(1) OF</td> <td></td> </tr> <tr> <td>Gross profit</td> <td></td> <td></td> <td style="text-align: right;">60 000</td> <td style="text-align: right;">(1)</td> <td></td> </tr> <tr> <td>Expenses</td> <td></td> <td></td> <td style="text-align: right;"><u>27 000</u></td> <td></td> <td></td> </tr> <tr> <td>Profit for the year</td> <td></td> <td></td> <td style="text-align: right;"><u>33 000</u></td> <td style="text-align: right;">(1) OF</td> <td></td> </tr> </table> | | \$ | | \$ | | | Revenue | | | 300 000 | | | Opening inventory (bal. figure) | 28 000 | (1) OF | | | | Purchases | 250 000 | | | | | Closing inventory | <u>(38 000)</u> | | | | | Cost of sales | | | <u>240 000</u> | (1) OF | | Gross profit | | | 60 000 | (1) | | Expenses | | | <u>27 000</u> | | | Profit for the year | | | <u>33 000</u> | (1) OF | | 4 |
| | \$ | | \$ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Revenue | | | 300 000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Opening inventory (bal. figure) | 28 000 | (1) OF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Purchases | 250 000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing inventory | <u>(38 000)</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cost of sales | | | <u>240 000</u> | (1) OF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Gross profit | | | 60 000 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Expenses | | | <u>27 000</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Profit for the year | | | <u>33 000</u> | (1) OF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1(b) | <p>Previous loss brought forward (1) Payment of dividends (1) Bonus issue of shares (1) Max 2</p> | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1(c)(i) | <p>Inventory turnover</p> <p>$240000/33000$ (1)OF = 7.27 times (1)OF</p> | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1(c)(ii) | <p>Liquid (acid test) ratio</p> <p>$80000/78000$ (1) = 1.03: 1 (1)</p> | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1(c)(iii) | <p>Trade payables turnover (days)</p> <p>$(27000/200000) \times 365$ (1) = 50 days (1)</p> | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1(d) | <p>Rate of inventory turnover (days) – Better for XY Limited and worse for AB Limited (1) The goods being sold by AB Limited are less popular or slower selling than those of XY Limited; or XY Limited may have offered sales promotions. (1)</p> <p>Liquid (acid test) ratio – Better for AB Limited and worse for XY (1) AB Limited have sufficient current assets to cover its short term debts; Or For every \$1 of current liabilities AB Limited has enough liquid assets (1).</p> <p>Trade payables payment – Slower for AB Limited and faster for XY Limited (1) AB Limited’s suppliers may have poor credit control. They may not be offering AB Limited incentives to pay early, unlike XY Limited. (1)</p> <p>(2 marks) for each ratio 1 mark for basic point and 1 for development.</p> | 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1(e) | <p>AB Limited: More liquidity, lower inventory turnover but has ability to pay trade payables. XY Limited: Higher rate of inventory turnover, faster payment period</p> <p>1 mark for decision and 3 for reasons. Accept other valid points.</p> | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Question | Answer | Marks | | | | | | | | | | | | | | | | | | |
|----------------------|--|-----------|----|--|-----------------|--------|--|---------|------|-----|---------|-------|-----|---------|-------|-----|----------------------|--------|-------|----------|
| 1(f) | <table style="width: 100%; border-collapse: collapse;"> <tr> <td></td> <td style="text-align: right;">\$</td> <td></td> </tr> <tr> <td>Original profit</td> <td style="text-align: right;">71 000</td> <td></td> </tr> <tr> <td>Error 1</td> <td style="text-align: right;">(90)</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Error 2</td> <td style="text-align: right;">(100)</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Error 3</td> <td style="text-align: right;">1 200</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Revised gross profit</td> <td style="text-align: right; border-top: 1px solid black; border-bottom: 3px double black;">72 010</td> <td style="text-align: right; border-top: 1px solid black; border-bottom: 3px double black;">(1)OF</td> </tr> </table> | | \$ | | Original profit | 71 000 | | Error 1 | (90) | (1) | Error 2 | (100) | (1) | Error 3 | 1 200 | (1) | Revised gross profit | 72 010 | (1)OF | 4 |
| | \$ | | | | | | | | | | | | | | | | | | | |
| Original profit | 71 000 | | | | | | | | | | | | | | | | | | | |
| Error 1 | (90) | (1) | | | | | | | | | | | | | | | | | | |
| Error 2 | (100) | (1) | | | | | | | | | | | | | | | | | | |
| Error 3 | 1 200 | (1) | | | | | | | | | | | | | | | | | | |
| Revised gross profit | 72 010 | (1)OF | | | | | | | | | | | | | | | | | | |
| 1(g) | <p>A revenue reserve is profit retained by the directors and is the property of the ordinary shareholders. Source of capital reserve is from issuing capital, that is, share premium.</p> <p>Revenue reserves can be used to pay cash dividends from retained profits.</p> <p>Capital reserves help protect creditors.</p> <p>Capital reserves cannot be used to pay cash dividends but can be used for bonus shares.</p> <p>(2 marks) × 2 points – 1 mark for basic point and 1 for development</p> | 4 | | | | | | | | | | | | | | | | | | |
| | Total: | 30 | | | | | | | | | | | | | | | | | | |

| Question | Answer | Marks | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------------|---|-----------------------------|----------------|-------|----|-------------------------|----------|--------|----------------|-------------------------|--|-----------|--------|-----------------------------|--------|---------------|----------------|---------------|---------------------|--------|-----|---------------------|--------------|---------------------|--------|-----------------|-------------------|---------------|-----------------|----------|-----|-----------------------|-------|----------------------|-------|-----|----------------------|-------|-----------------------|--------|-----|--|--|--------------------------|--------|--|--|--|--------------------------|-------|------|--|----------------|--|----------------|--|----------|
| 2(a) | <p style="text-align: center;">Realisation account</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 30%;"></th> <th style="width: 15%; text-align: right;">\$</th> <th style="width: 15%;"></th> <th style="width: 15%; text-align: right;">\$</th> <th style="width: 25%;"></th> </tr> </thead> <tbody> <tr> <td>Premises</td> <td style="text-align: right;">40 000</td> <td>Trade payables</td> <td style="text-align: right;">9 800</td> <td></td> </tr> <tr> <td>Machinery</td> <td style="text-align: right;">32 000</td> <td>Bank (trade receivables) **</td> <td style="text-align: right;">12 600</td> <td></td> </tr> <tr> <td>Motor vehicles</td> <td style="text-align: right;">18 000</td> <td>Bank (inventory) **</td> <td style="text-align: right;">15 000</td> <td></td> </tr> <tr> <td>Inventory</td> <td style="text-align: right;">18 600</td> <td>Bank (machinery) **</td> <td style="text-align: right;">35 000</td> <td style="text-align: right;">(1**)</td> </tr> <tr> <td>Trade receivables</td> <td style="text-align: right;">13 100</td> <td>Amit (premises)</td> <td style="text-align: right;">30 000</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Bank (trade payables)</td> <td style="text-align: right;">9 800</td> <td>Binu (motor vehicle)</td> <td style="text-align: right;">6 500</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Dissolution expenses</td> <td style="text-align: right;">6 300</td> <td>Bank (motor vehicles)</td> <td style="text-align: right;">12 000</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td></td> <td></td> <td>Capital account – Amit #</td> <td style="text-align: right;">10 140</td> <td></td> </tr> <tr> <td></td> <td></td> <td>Capital account – Binu #</td> <td style="text-align: right;">6 760</td> <td style="text-align: right;">(1#)</td> </tr> <tr> <td></td> <td style="text-align: right; border-top: 1px solid black;"><u>137 800</u></td> <td></td> <td style="text-align: right; border-top: 1px solid black;"><u>137 800</u></td> <td></td> </tr> </tbody> </table> | | \$ | | \$ | | Premises | 40 000 | Trade payables | 9 800 | | Machinery | 32 000 | Bank (trade receivables) ** | 12 600 | | Motor vehicles | 18 000 | Bank (inventory) ** | 15 000 | | Inventory | 18 600 | Bank (machinery) ** | 35 000 | (1**) | Trade receivables | 13 100 | Amit (premises) | 30 000 | (1) | Bank (trade payables) | 9 800 | Binu (motor vehicle) | 6 500 | (1) | Dissolution expenses | 6 300 | Bank (motor vehicles) | 12 000 | (1) | | | Capital account – Amit # | 10 140 | | | | Capital account – Binu # | 6 760 | (1#) | | <u>137 800</u> | | <u>137 800</u> | | 6 |
| | \$ | | \$ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Premises | 40 000 | Trade payables | 9 800 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Machinery | 32 000 | Bank (trade receivables) ** | 12 600 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Motor vehicles | 18 000 | Bank (inventory) ** | 15 000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Inventory | 18 600 | Bank (machinery) ** | 35 000 | (1**) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Trade receivables | 13 100 | Amit (premises) | 30 000 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Bank (trade payables) | 9 800 | Binu (motor vehicle) | 6 500 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Dissolution expenses | 6 300 | Bank (motor vehicles) | 12 000 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Capital account – Amit # | 10 140 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Capital account – Binu # | 6 760 | (1#) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>137 800</u> | | <u>137 800</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2(b) | <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;"></th> <th style="width: 10%;"></th> <th style="width: 10%; text-align: right;">\$</th> <th style="width: 20%;"></th> </tr> </thead> <tbody> <tr> <td>Capital account balance</td> <td></td> <td style="text-align: right;">20 000</td> <td></td> </tr> <tr> <td>Current account balance</td> <td></td> <td style="text-align: right;">18 400</td> <td></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right; border-top: 1px solid black;"><u>38 400</u></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Motor vehicle</td> <td style="text-align: right;">6 500</td> <td></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Realisation deficit</td> <td style="text-align: right; border-bottom: 1px solid black;"><u>6 760</u></td> <td style="text-align: right;">13 260</td> <td></td> </tr> <tr> <td>Payable to Binu</td> <td></td> <td style="text-align: right; border-top: 1px solid black;"><u>25 140</u></td> <td style="text-align: right;">(1)</td> </tr> </tbody> </table> | | | \$ | | Capital account balance | | 20 000 | | Current account balance | | 18 400 | | | | <u>38 400</u> | (1) | Motor vehicle | 6 500 | | (1) | Realisation deficit | <u>6 760</u> | 13 260 | | Payable to Binu | | <u>25 140</u> | (1) | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | \$ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Capital account balance | | 20 000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Current account balance | | 18 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | <u>38 400</u> | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Motor vehicle | 6 500 | | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Realisation deficit | <u>6 760</u> | 13 260 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Payable to Binu | | <u>25 140</u> | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2(c) | <p>Disagreements between partners Death or retirement of a partner Bankruptcy</p> <p>Max 2</p> | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2(d) | <p>This means that the partner owes money to the partnership (1) The partner must use his personal funds to repay the partnership bank account (1) in order that funds owing to other partners may be repaid (1)</p> | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Total: | 15 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Question | Answer | Marks | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----------------------------|---|-------------|------------------------|-----------|------------|-----------------|--|--|--------|------------------------|-------|------------|--|----------------------------|--|-----|------------|----------------|--|------------|------------|--------|-------|-----|--------------|-------------------|--|--|--------|-------------|----------|-----------|------------|-----------------|--|--|--------|----------------------------|--|----|------------|---------------------|--|------------|------------|-------|--|-----|--------------|-------------------|--|--|------------------------|----------|
| 3(a) | <p>It enables checking transactions through the use of a trial balance and control accounts. It enables the production of the income statement and statement of financial position to be compiled more easily. It shows the amount due to individual customers and suppliers thus avoiding overpayment. Helps guard against errors / fraud.</p> <p>(1 mark) × 3 points</p> | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3(b) | <p style="text-align: center;">Sales ledger control account</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Description</th> <th style="text-align: right;">Add (\$)</th> <th style="text-align: right;">Less (\$)</th> <th style="text-align: right;">Total (\$)</th> </tr> </thead> <tbody> <tr> <td>Opening balance</td> <td></td> <td></td> <td style="text-align: right;">33 205</td> </tr> <tr> <td>Error in sales journal</td> <td style="text-align: right;">1 649</td> <td style="text-align: right;">(1)</td> <td></td> </tr> <tr> <td>Irrecoverable debt omitted</td> <td></td> <td style="text-align: right;">420</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Credit omitted</td> <td></td> <td style="text-align: right;"><u>160</u></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Totals</td> <td style="text-align: right;">1 649</td> <td style="text-align: right;">580</td> <td style="text-align: right;"><u>1 069</u></td> </tr> <tr> <td>Corrected balance</td> <td></td> <td></td> <td style="text-align: right;">34 274</td> </tr> </tbody> </table> <p style="text-align: center;">Sales ledger balances</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Description</th> <th style="text-align: right;">Add (\$)</th> <th style="text-align: right;">Less (\$)</th> <th style="text-align: right;">Total (\$)</th> </tr> </thead> <tbody> <tr> <td>Opening balance</td> <td></td> <td></td> <td style="text-align: right;">34 524</td> </tr> <tr> <td>Less error in cheque entry</td> <td></td> <td style="text-align: right;">90</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Less credit omitted</td> <td></td> <td style="text-align: right;"><u>160</u></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Total</td> <td></td> <td style="text-align: right;">250</td> <td style="text-align: right;"><u>(250)</u></td> </tr> <tr> <td>Corrected balance</td> <td></td> <td></td> <td style="text-align: right;">34 274 (1) both</td> </tr> </tbody> </table> | Description | Add (\$) | Less (\$) | Total (\$) | Opening balance | | | 33 205 | Error in sales journal | 1 649 | (1) | | Irrecoverable debt omitted | | 420 | (1) | Credit omitted | | <u>160</u> | (1) | Totals | 1 649 | 580 | <u>1 069</u> | Corrected balance | | | 34 274 | Description | Add (\$) | Less (\$) | Total (\$) | Opening balance | | | 34 524 | Less error in cheque entry | | 90 | (1) | Less credit omitted | | <u>160</u> | (1) | Total | | 250 | <u>(250)</u> | Corrected balance | | | 34 274 (1) both | 6 |
| Description | Add (\$) | Less (\$) | Total (\$) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Opening balance | | | 33 205 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Error in sales journal | 1 649 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Irrecoverable debt omitted | | 420 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Credit omitted | | <u>160</u> | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Totals | 1 649 | 580 | <u>1 069</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Corrected balance | | | 34 274 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Description | Add (\$) | Less (\$) | Total (\$) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Opening balance | | | 34 524 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Less error in cheque entry | | 90 | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Less credit omitted | | <u>160</u> | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total | | 250 | <u>(250)</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Corrected balance | | | 34 274 (1) both | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3(c) | <p>A customer has overpaid in error A credit has been given and the customer has not taken A contra has been put through but the customer has ignored it. A customer has paid in advance Not taking a discount There is a deposit on goods. Customer paid for the goods before returning them. Customer overpaid and invoice</p> <p>(1 mark) × 3 points</p> | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3(d) | <p>May improve trade receivables collection period. Improve cash flows</p> <p>Meena may lose customers May need tighter credit control which may increase cost</p> <p>Decision (1 mark) Justification (2 marks)</p> | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Total: | 15 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Question | Answer | Marks | | | | | | | | | | | | | | | | | | | | | | | | |
|------------------|---|-------------|----|----|-------------|---------------|--|----------|---------------|------------------|----------|--|--|---------------|------|--|--|-----------------|-------------|-------------|--|--|--|-------------|--|----------|
| 4(a) | <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;"></td> <td style="width: 15%; text-align: center;">\$</td> <td style="width: 15%; text-align: center;">\$</td> <td style="width: 30%;"></td> </tr> <tr> <td>Selling price</td> <td></td> <td style="text-align: center;">5.25</td> <td></td> </tr> <tr> <td>Direct materials</td> <td style="text-align: center;">0.50</td> <td></td> <td></td> </tr> <tr> <td>Direct labour</td> <td style="text-align: center;">0.75</td> <td></td> <td></td> </tr> <tr> <td>Direct expenses</td> <td style="text-align: center;"><u>0.25</u></td> <td style="text-align: center;"><u>1.50</u></td> <td></td> </tr> <tr> <td></td> <td></td> <td style="text-align: center;"><u>3.75</u></td> <td></td> </tr> </table> <p style="text-align: center;">Contribution per unit: 3.75 (1) × 16 000 units (1) = \$60 000 (1)</p> | | \$ | \$ | | Selling price | | 5.25 | | Direct materials | 0.50 | | | Direct labour | 0.75 | | | Direct expenses | <u>0.25</u> | <u>1.50</u> | | | | <u>3.75</u> | | 3 |
| | \$ | \$ | | | | | | | | | | | | | | | | | | | | | | | | |
| Selling price | | 5.25 | | | | | | | | | | | | | | | | | | | | | | | | |
| Direct materials | 0.50 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Direct labour | 0.75 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Direct expenses | <u>0.25</u> | <u>1.50</u> | | | | | | | | | | | | | | | | | | | | | | | | |
| | | <u>3.75</u> | | | | | | | | | | | | | | | | | | | | | | | | |
| 4(b)(i) | <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;"></td> <td style="width: 15%; text-align: center;">\$</td> <td style="width: 30%;"></td> </tr> <tr> <td>Fixed costs</td> <td style="text-align: center;">60 000</td> <td></td> </tr> <tr> <td>+ Profit</td> <td style="text-align: center;"><u>75 000</u></td> <td></td> </tr> </table> <p>Contribution required: 135 000 (1)OF ÷ 3.75 = 36 000 units (1OF)</p> | | \$ | | Fixed costs | 60 000 | | + Profit | <u>75 000</u> | | 2 | | | | | | | | | | | | | | | |
| | \$ | | | | | | | | | | | | | | | | | | | | | | | | | |
| Fixed costs | 60 000 | | | | | | | | | | | | | | | | | | | | | | | | | |
| + Profit | <u>75 000</u> | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4(b)(ii) | $\frac{\$3.75^*}{\$5.25^*} = 71.43\% \text{ (1)OF}$ | 2 | | | | | | | | | | | | | | | | | | | | | | | | |
| 4(c) | It shows how much contribution is earned from each \$1 of sales revenue (1) | 1 | | | | | | | | | | | | | | | | | | | | | | | | |
| 4(d)(i) | It represents the margin of safety (1) | 1 | | | | | | | | | | | | | | | | | | | | | | | | |
| 4(d)(ii) | The amount by which actual sales can fall short of the budgeted sales before he reaches break-even point (1) and then makes no profit (1). | 2 | | | | | | | | | | | | | | | | | | | | | | | | |

| Question | Answer | Marks | | | | | | | | | | | | | | | | | | | | | | | | |
|--------------------|--|---------|--|----|--|--------------------|----|---|--|--|----|---------|-----------------------|------------------|----|--------|--|------------------|----|--------|--|--|---------|---------|--|---|
| 4(e) | <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;"></td> <td style="text-align: center;">Units</td> <td style="text-align: center;">\$</td> <td></td> </tr> <tr> <td>Total revenue (TR)</td> <td style="text-align: center;">0,</td> <td style="text-align: center;">0</td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">0,</td> <td style="text-align: center;">189 000</td> <td>36 000 units × \$5.25</td> </tr> <tr> <td>Fixed costs (FC)</td> <td style="text-align: center;">0,</td> <td style="text-align: center;">60 000</td> <td></td> </tr> <tr> <td>Total costs (TC)</td> <td style="text-align: center;">0,</td> <td style="text-align: center;">60 000</td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">36 000,</td> <td style="text-align: center;">114 000</td> <td>36 000 units × \$1.50 = 54 000 + 60 000</td> </tr> </table> <p>Marks (incl labels) 1 × 3 = 3 marks 1 mark profit area, 1 mark loss area and 1 mark break-even point 1 mark for axis</p> | | Units | \$ | | Total revenue (TR) | 0, | 0 | | | 0, | 189 000 | 36 000 units × \$5.25 | Fixed costs (FC) | 0, | 60 000 | | Total costs (TC) | 0, | 60 000 | | | 36 000, | 114 000 | 36 000 units × \$1.50 = 54 000 + 60 000 | 7 |
| | Units | \$ | | | | | | | | | | | | | | | | | | | | | | | | |
| Total revenue (TR) | 0, | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| | 0, | 189 000 | 36 000 units × \$5.25 | | | | | | | | | | | | | | | | | | | | | | | |
| Fixed costs (FC) | 0, | 60 000 | | | | | | | | | | | | | | | | | | | | | | | | |
| Total costs (TC) | 0, | 60 000 | | | | | | | | | | | | | | | | | | | | | | | | |
| | 36 000, | 114 000 | 36 000 units × \$1.50 = 54 000 + 60 000 | | | | | | | | | | | | | | | | | | | | | | | |

| Question | Answer | Marks |
|----------|--|-----------|
| 4(f) | Limitations: <ul style="list-style-type: none"> • Some costs are not easily classified as fixed or variable. • Some costs are semi-variable. • It assumes fixed costs stay the same. • Straight lines can be misleading – discounts can cause curved lines. • A chart can be time consuming to prepare. • It assumes the selling price is constant at all levels of output. • It can be misleading for those with limited accounting knowledge. • Can only be applied to one product at a time <p>(1 mark) × any 3 limitations, max 3</p> | 3 |
| 4(g) | <p>New contribution = 6.00 – 1.50 = \$4.50 (1)</p> <p>Fixed cost \$60 000 Profit <u>\$75 000</u> Target 135 000 (1)</p> <p>Sales per month = (135 000 / 4.50) (1)OF = 30 000 / 12 (1) = 2500 units (1)OF</p> | 5 |
| 4(h) | <p>Proceed because</p> <ul style="list-style-type: none"> • It covers the budgeted total costs and provides a profit. • It provides a positive contribution. <p>Need to bear in mind</p> <ul style="list-style-type: none"> • The market price of similar products. • How innovative is his product to justify the price increase / will customers expect higher quality for higher price. • Will customers accept the increase or go elsewhere / decrease in demand. • Fixed costs are covered for now but they may change in the future. • Short term view – he could lose profit in the long term. <p>Advice 1 mark (1 mark) × any 3 reasons, max 3</p> | 4 |
| | Total: | 30 |