

# Mark Scheme (Results)

June 2011

International GCSE  
IGCSE Accounting  
(4AC0) Paper 01

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June 2011

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## Section A

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 1               | A      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 2               | C      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 3               | C      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 4               | D      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 5               | D      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 6               | D      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 7               | B      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 8               | A      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 9               | D      | (1)  |

| Question Number | Answer | Mark |
|-----------------|--------|------|
| 10              | B      | (1)  |

| Question Number                                    | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Mark    |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|-------|--------|--|---|---|--------------|--------|--|---------|--|--------|-------------------|-----|--|---------------|--|-------|----------|----------|--|-----------------------|--------|--|---------------|-------|--|----------------------------------------------------|--|--------|-----------|---------|--|----------------|-------|--|-------|--|---------|--------------------|---------|--|----------|--|---------|--|--|--|-----|
| 11(a)                                              | <p><b>Trial Balance as at 31 December 2010</b></p> <table> <tr> <th>Account</th><th>Debit</th><th>Credit</th></tr> <tr> <td></td><td>£</td><td>£</td></tr> <tr> <td>Bank balance</td><td>59 000</td><td></td></tr> <tr> <td>Capital</td><td></td><td>87 900</td></tr> <tr> <td>Carriage outwards</td><td>350</td><td></td></tr> <tr> <td>Closing stock</td><td></td><td>3 241</td></tr> <tr> <td>Drawings</td><td>27 500 *</td><td></td></tr> <tr> <td>Fixtures and fittings</td><td>30 000</td><td></td></tr> <tr> <td>Opening stock</td><td>2 623</td><td></td></tr> <tr> <td>Provision for depreciation – fixtures and fittings</td><td></td><td>2 500*</td></tr> <tr> <td>Purchases</td><td>38 950*</td><td></td></tr> <tr> <td>Rent and rates</td><td>7 500</td><td></td></tr> <tr> <td>Sales</td><td></td><td>65 400*</td></tr> <tr> <td>Wages and salaries</td><td>10 000*</td><td></td></tr> <tr> <td>Suspense</td><td></td><td>16 882*</td></tr> <tr> <td></td><td></td><td></td></tr> </table> <p><b>1 mark for every two correct entries</b></p> | Account | Debit | Credit |  | £ | £ | Bank balance | 59 000 |  | Capital |  | 87 900 | Carriage outwards | 350 |  | Closing stock |  | 3 241 | Drawings | 27 500 * |  | Fixtures and fittings | 30 000 |  | Opening stock | 2 623 |  | Provision for depreciation – fixtures and fittings |  | 2 500* | Purchases | 38 950* |  | Rent and rates | 7 500 |  | Sales |  | 65 400* | Wages and salaries | 10 000* |  | Suspense |  | 16 882* |  |  |  | (3) |
| Account                                            | Debit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Credit  |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
|                                                    | £                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | £       |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Bank balance                                       | 59 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Capital                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 87 900  |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Carriage outwards                                  | 350                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Closing stock                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 3 241   |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Drawings                                           | 27 500 *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Fixtures and fittings                              | 30 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Opening stock                                      | 2 623                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Provision for depreciation – fixtures and fittings |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 2 500*  |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Purchases                                          | 38 950*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Rent and rates                                     | 7 500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Sales                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 65 400* |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Wages and salaries                                 | 10 000*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
| Suspense                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 16 882* |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |
|                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |         |       |        |  |   |   |              |        |  |         |  |        |                   |     |  |               |  |       |          |          |  |                       |        |  |               |       |  |                                                    |  |        |           |         |  |                |       |  |       |  |         |                    |         |  |          |  |         |  |  |  |     |

| Question Number                                                                                  | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                       |        |         | Mark |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|--------|---------|------|-----------|-------|--------|--|--|---|---|--|----------|--------|--|--|---------|--|---------|--|--|--|--|--|--|--|--|--|-----------------------|-------|--|--|-----------|--|--------|--|--|--|--|--|--|--|--|--|----------|-----|--|--|----------------|--|------|--|--|--|--|--|--|--|--|--|----------|-------|--|--|--------------------|--|--------|-----|
| 11(b)                                                                                            | <table><tr><th>Date</th><th>Narration</th><th>Debit</th><th>Credit</th></tr><tr><td></td><td></td><td>£</td><td>£</td></tr><tr><td></td><td>Suspense</td><td>15 000</td><td></td></tr><tr><td></td><td>Capital</td><td></td><td>15 000*</td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td>Fixtures and Fittings</td><td>1 500</td><td></td></tr><tr><td></td><td>Purchases</td><td></td><td>1 500*</td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td>Suspense</td><td>882</td><td></td></tr><tr><td></td><td>Rent and Rates</td><td></td><td>882*</td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td>Suspense</td><td>1 000</td><td></td></tr><tr><td></td><td>Wages and Salaries</td><td></td><td>1 000*</td></tr></table> |                       |        |         | Date | Narration | Debit | Credit |  |  | £ | £ |  | Suspense | 15 000 |  |  | Capital |  | 15 000* |  |  |  |  |  |  |  |  |  | Fixtures and Fittings | 1 500 |  |  | Purchases |  | 1 500* |  |  |  |  |  |  |  |  |  | Suspense | 882 |  |  | Rent and Rates |  | 882* |  |  |  |  |  |  |  |  |  | Suspense | 1 000 |  |  | Wages and Salaries |  | 1 000* | (4) |
|                                                                                                  | Date                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Narration             | Debit  | Credit  |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       | £      | £       |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Suspense              | 15 000 |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Capital               |        | 15 000* |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Fixtures and Fittings | 1 500  |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Purchases             |        | 1 500*  |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Suspense              | 882    |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Rent and Rates        |        | 882*    |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Suspense              | 1 000  |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
|                                                                                                  | Wages and Salaries                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                       | 1 000* |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |
| 1 Mark for each correct pair of entries – Mark to be awarded for correct figure and account name |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |        |         |      |           |       |        |  |  |   |   |  |          |        |  |  |         |  |         |  |  |  |  |  |  |  |  |  |                       |       |  |  |           |  |        |  |  |  |  |  |  |  |  |  |          |     |  |  |                |  |      |  |  |  |  |  |  |  |  |  |          |       |  |  |                    |  |        |     |

| Question Number  | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Mark             |      |              |               |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |
|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|------|--------------|---------------|--|--|------|-----------|---|------|-----------|---|--|---------|--------|--|--------------|---------|--|----------------|-----|--|--|--|--|--------------------|--------|--|--|--|--|--|---------------|--|--|---------------|-----|
| 11(c)            | <table><tr><th colspan="6">Suspense Account</th></tr><tr><th>Date</th><th>Narration</th><th>£</th><th>Date</th><th>Narration</th><th>£</th></tr><tr><td></td><td>Capital</td><td>15 000</td><td></td><td>Balance b/f*</td><td>1 6882*</td></tr><tr><td></td><td>Rent and Rates</td><td>882</td><td></td><td></td><td></td></tr><tr><td></td><td>Wages and Salaries</td><td>1 000*</td><td></td><td></td><td></td></tr><tr><td></td><td></td><td><u>16 882</u></td><td></td><td></td><td><u>16 882</u></td></tr></table> <p>1 Mark for all three entries on debit side</p> | Suspense Account |      |              |               |  |  | Date | Narration | £ | Date | Narration | £ |  | Capital | 15 000 |  | Balance b/f* | 1 6882* |  | Rent and Rates | 882 |  |  |  |  | Wages and Salaries | 1 000* |  |  |  |  |  | <u>16 882</u> |  |  | <u>16 882</u> | (3) |
| Suspense Account |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                  |      |              |               |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |
| Date             | Narration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | £                | Date | Narration    | £             |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |
|                  | Capital                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 15 000           |      | Balance b/f* | 1 6882*       |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |
|                  | Rent and Rates                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 882              |      |              |               |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |
|                  | Wages and Salaries                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1 000*           |      |              |               |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |
|                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <u>16 882</u>    |      |              | <u>16 882</u> |  |  |      |           |   |      |           |   |  |         |        |  |              |         |  |                |     |  |  |  |  |                    |        |  |  |  |  |  |               |  |  |               |     |

| Question Number | Answer         |             |              |        |             |              | Mark |
|-----------------|----------------|-------------|--------------|--------|-------------|--------------|------|
| 12(a)           | A Alpa Account |             |              |        |             |              | (6)  |
|                 | Date           | Narration   | £            | Date   | Narration   | £            |      |
|                 | Apr 1          | Balance b/f | 3 000*       | Apr 21 | Cash Book   | 1 500*       |      |
|                 | Apr 1          | Sales Book  | 660*         | Apr 28 | PL Set Off  | 1 000*       |      |
|                 | Apr 17         | Sales Book  | 1 595*       | Apr 30 | Balance c/d | 2 755        |      |
|                 |                |             | <u>5 255</u> |        |             | <u>5 255</u> |      |
|                 | May 1          | Balance b/d | 2 755*       |        |             |              |      |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Mark        |               |        |                      |               |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---------------|--------|----------------------|---------------|---|-------|-------------|---------|--------|------------|--------|--------|------------|--------|--------|----------------------|------|--|--|--|--------|-----------|---------|--|--|--|--------|-------------|-------|--|--|---------------|--|--|---------------|-------|-------------|--------|--|--|--|-----|
| 12(b)           | <p style="text-align: center;"><b>Sales Ledger Control (Total Debtors) Account</b></p> <table><tr><th>Date</th><th>Narration</th><th>£</th><th>Date</th><th>Narration</th><th>£</th></tr><tr><td>Apr 1</td><td>Balance b/f</td><td>16 000*</td><td>Apr 28</td><td>PL set Off</td><td>1 000*</td></tr><tr><td>Apr 30</td><td>Sales Book</td><td>5 973*</td><td>Apr 30</td><td>Returns Inwards Book</td><td>440*</td></tr><tr><td></td><td></td><td></td><td>Apr 30</td><td>Cash Book</td><td>10 750*</td></tr><tr><td></td><td></td><td></td><td>Apr 30</td><td>Balance c/d</td><td>9 783</td></tr><tr><td></td><td></td><td><u>21 973</u></td><td></td><td></td><td><u>21 973</u></td></tr><tr><td>May 1</td><td>Balance b/d</td><td>9 783*</td><td></td><td></td><td></td></tr></table> | Date        | Narration     | £      | Date                 | Narration     | £ | Apr 1 | Balance b/f | 16 000* | Apr 28 | PL set Off | 1 000* | Apr 30 | Sales Book | 5 973* | Apr 30 | Returns Inwards Book | 440* |  |  |  | Apr 30 | Cash Book | 10 750* |  |  |  | Apr 30 | Balance c/d | 9 783 |  |  | <u>21 973</u> |  |  | <u>21 973</u> | May 1 | Balance b/d | 9 783* |  |  |  | (6) |
|                 | Date                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Narration   | £             | Date   | Narration            | £             |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|                 | Apr 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Balance b/f | 16 000*       | Apr 28 | PL set Off           | 1 000*        |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|                 | Apr 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Sales Book  | 5 973*        | Apr 30 | Returns Inwards Book | 440*          |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             |               | Apr 30 | Cash Book            | 10 750*       |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             |               | Apr 30 | Balance c/d          | 9 783         |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             | <u>21 973</u> |        |                      | <u>21 973</u> |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |
|                 | May 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Balance b/d | 9 783*        |        |                      |               |   |       |             |         |        |            |        |        |            |        |        |                      |      |  |  |  |        |           |         |  |  |  |        |             |       |  |  |               |  |  |               |       |             |        |  |  |  |     |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Mark  |           |                        |        |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
|-----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-----------|------------------------|--------|-----------|---|--|--|--|-------|-------------|--------|--|--|--|--------|------------|--------|--|--|--|--------|-----------|-------|------|-----------|---|------|-----------|---|-------|-------------|-------|--|--|--|--------|----------------------|------|--|--|--|------|-----------|---|------|-----------|---|--------|----------------------|-----|-------|-------------|------|--------|----------------|------|--------|------------|------|--------|-----------|-----|--------|-----------|------|--|--|--|--------|------------------------|-----|--|
| 12(c)           | <div><div>Sales Account</div><table><tr><th>Date</th><th>Narration</th><th>£</th><th>Date</th><th>Narration</th><th>£</th></tr><tr><td></td><td></td><td></td><td>Apr 1</td><td>Balance b/f</td><td>23 400</td></tr><tr><td></td><td></td><td></td><td>Apr 30</td><td>Sales Book</td><td>5 430*</td></tr><tr><td></td><td></td><td></td><td>Apr 30</td><td>Cash Book</td><td>1 250</td></tr></table><div>1 Mark for both entries</div><div>Returns Inwards Account</div><table><tr><th>Date</th><th>Narration</th><th>£</th><th>Date</th><th>Narration</th><th>£</th></tr><tr><td>Apr 1</td><td>Balance b/f</td><td>2 360</td><td></td><td></td><td></td></tr><tr><td>Apr 30</td><td>Returns Inwards Book</td><td>400*</td><td></td><td></td><td></td></tr></table><div>VAT Account</div><table><tr><th>Date</th><th>Narration</th><th>£</th><th>Date</th><th>Narration</th><th>£</th></tr><tr><td>Apr 30</td><td>Returns Inwards Book</td><td>40*</td><td>Apr 1</td><td>Balance b/f</td><td>3200</td></tr><tr><td>Apr 30</td><td>Purchases Book</td><td>320*</td><td>Apr 30</td><td>Sales Book</td><td>543*</td></tr><tr><td>Apr 30</td><td>Cash Book</td><td>70*</td><td>Apr 30</td><td>Cash Book</td><td>125*</td></tr><tr><td></td><td></td><td></td><td>Apr 30</td><td>Purchases Returns Book</td><td>26*</td></tr></table></div> <div>(8)</div> | Date  | Narration | £                      | Date   | Narration | £ |  |  |  | Apr 1 | Balance b/f | 23 400 |  |  |  | Apr 30 | Sales Book | 5 430* |  |  |  | Apr 30 | Cash Book | 1 250 | Date | Narration | £ | Date | Narration | £ | Apr 1 | Balance b/f | 2 360 |  |  |  | Apr 30 | Returns Inwards Book | 400* |  |  |  | Date | Narration | £ | Date | Narration | £ | Apr 30 | Returns Inwards Book | 40* | Apr 1 | Balance b/f | 3200 | Apr 30 | Purchases Book | 320* | Apr 30 | Sales Book | 543* | Apr 30 | Cash Book | 70* | Apr 30 | Cash Book | 125* |  |  |  | Apr 30 | Purchases Returns Book | 26* |  |
| Date            | Narration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | £     | Date      | Narration              | £      |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |       | Apr 1     | Balance b/f            | 23 400 |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |       | Apr 30    | Sales Book             | 5 430* |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |       | Apr 30    | Cash Book              | 1 250  |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Date            | Narration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | £     | Date      | Narration              | £      |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Apr 1           | Balance b/f                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 2 360 |           |                        |        |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Apr 30          | Returns Inwards Book                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 400*  |           |                        |        |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Date            | Narration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | £     | Date      | Narration              | £      |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Apr 30          | Returns Inwards Book                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 40*   | Apr 1     | Balance b/f            | 3200   |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Apr 30          | Purchases Book                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 320*  | Apr 30    | Sales Book             | 543*   |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
| Apr 30          | Cash Book                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 70*   | Apr 30    | Cash Book              | 125*   |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |
|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |       | Apr 30    | Purchases Returns Book | 26*    |           |   |  |  |  |       |             |        |  |  |  |        |            |        |  |  |  |        |           |       |      |           |   |      |           |   |       |             |       |  |  |  |        |                      |      |  |  |  |      |           |   |      |           |   |        |                      |     |       |             |      |        |                |      |        |            |      |        |           |     |        |           |      |  |  |  |        |                        |     |  |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Mark |
|-----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 12(d)           | <p>The key here is does the candidate clearly understand what a sales ledger control account is and what its value is to the running of a business. The following sample answer identifies how you should allocate the 5 marks.</p> <p><b>Sample Answer</b></p> <p>The balance of the control can be checked against the sum of the individual balances in the sales ledger and discrepancies or errors <b>(1)</b> identified. These errors could either be in the day books or in the individual accounts in the sales ledger <b>(1)</b>.</p> <p>The balance of the control account can also assist in the preparation of the balance sheet at the year end by providing a total for debtors <b>(1)</b>.</p> <p>The control account can also be used to identify and prevent fraud in the business. <b>(1)</b></p> <p><b>However</b> there are some disadvantages to maintaining a sales ledger control account. It may be costly to maintain <b>(1)</b> and there is no certainty that all errors will be located <b>(1)</b>.</p> <p>Overall there are several advantages to Rita of maintaining a sales ledger control account but there may also be some disadvantages <b>(1)</b></p> | (5)  |

| Question Number                        | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Mark                |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
|----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|---------------------------|---|---|-------|--|------------|--|-----------------|--|-----------------|--|--|--|--|----------------|----------------------|--|--|--|---------------|--|-----------|--|-------------------------------|-------------|--|--|------------------|-----------------|--|--|--|--|----------------|--|--|--|---------|--|---------------|--|------------------|--|---------------------------|--|--|-----------------------|---------------------|--|--|-------------------|-----------------|--|--|--|-----------|--|----------|--|----------------------------|--|----------|--|----------------|--|----------|--|-----------------------|--|-----------|--|-----------------|--|-----------|--|----------------------------------------|--|------------|--|----------------|--|---------------------|--|--|--|--|---------------|-------------------|--|--|---------------------------|--|--|--|--|------|
| 13(a)                                  | <div><div><div>Omar Bashir</div><div>Trading and profit and loss account</div><div>For year ended 30 April 2011</div></div><table><thead><tr><th></th><th>£</th><th>£</th><th>£</th></tr></thead><tbody><tr><td>Sales</td><td></td><td>506 500(1)</td><td></td></tr><tr><td>Returns inwards</td><td></td><td><u>6 500(1)</u></td><td></td></tr><tr><td></td><td></td><td></td><td><b>500 000</b></td></tr><tr><td><b>Cost of Sales</b></td><td></td><td></td><td></td></tr><tr><td>Opening stock</td><td></td><td>45 000(1)</td><td></td></tr><tr><td>Purchases (324 897* – 5 000*)</td><td>319 897 (2)</td><td></td><td></td></tr><tr><td>Returns outwards</td><td><u>4 897(1)</u></td><td></td><td></td></tr><tr><td></td><td></td><td><u>315 000</u></td><td></td></tr><tr><td></td><td></td><td>360 000</td><td></td></tr><tr><td>Closing stock</td><td></td><td><u>55 000(1)</u></td><td></td></tr><tr><td><b>Cost of goods sold</b></td><td></td><td></td><td><b><u>305 000</u></b></td></tr><tr><td><b>Gross Profit</b></td><td></td><td></td><td><b>195000 (1)</b></td></tr><tr><td><b>Expenses</b></td><td></td><td></td><td></td></tr><tr><td>Bad debts</td><td></td><td>3 200(1)</td><td></td></tr><tr><td>Insurance ( 4 322* – 322*)</td><td></td><td>4 000(2)</td><td></td></tr><tr><td>Motor expenses</td><td></td><td>7 690(1)</td><td></td></tr><tr><td>Rates (9 500* + 500*)</td><td></td><td>10 000(2)</td><td></td></tr><tr><td>Sundry expenses</td><td></td><td>42 156(1)</td><td></td></tr><tr><td>Provision for depreciation - equipment</td><td></td><td>1 000(2cf)</td><td></td></tr><tr><td>motor vehicles</td><td></td><td><u>10 000 (2cf)</u></td><td></td></tr><tr><td></td><td></td><td></td><td><b>78 046</b></td></tr><tr><td><b>Net Profit</b></td><td></td><td></td><td><b><u>116 954 (1)</u></b></td></tr><tr><td></td><td></td><td></td><td></td></tr></tbody></table></div> |                     | £                         | £ | £ | Sales |  | 506 500(1) |  | Returns inwards |  | <u>6 500(1)</u> |  |  |  |  | <b>500 000</b> | <b>Cost of Sales</b> |  |  |  | Opening stock |  | 45 000(1) |  | Purchases (324 897* – 5 000*) | 319 897 (2) |  |  | Returns outwards | <u>4 897(1)</u> |  |  |  |  | <u>315 000</u> |  |  |  | 360 000 |  | Closing stock |  | <u>55 000(1)</u> |  | <b>Cost of goods sold</b> |  |  | <b><u>305 000</u></b> | <b>Gross Profit</b> |  |  | <b>195000 (1)</b> | <b>Expenses</b> |  |  |  | Bad debts |  | 3 200(1) |  | Insurance ( 4 322* – 322*) |  | 4 000(2) |  | Motor expenses |  | 7 690(1) |  | Rates (9 500* + 500*) |  | 10 000(2) |  | Sundry expenses |  | 42 156(1) |  | Provision for depreciation - equipment |  | 1 000(2cf) |  | motor vehicles |  | <u>10 000 (2cf)</u> |  |  |  |  | <b>78 046</b> | <b>Net Profit</b> |  |  | <b><u>116 954 (1)</u></b> |  |  |  |  | (20) |
|                                        | £                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | £                   | £                         |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Sales                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 506 500(1)          |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Returns inwards                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <u>6 500(1)</u>     |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
|                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     | <b>500 000</b>            |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| <b>Cost of Sales</b>                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Opening stock                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 45 000(1)           |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Purchases (324 897* – 5 000*)          | 319 897 (2)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                     |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Returns outwards                       | <u>4 897(1)</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
|                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <u>315 000</u>      |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
|                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 360 000             |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Closing stock                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <u>55 000(1)</u>    |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| <b>Cost of goods sold</b>              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     | <b><u>305 000</u></b>     |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| <b>Gross Profit</b>                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     | <b>195000 (1)</b>         |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| <b>Expenses</b>                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Bad debts                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 3 200(1)            |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Insurance ( 4 322* – 322*)             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4 000(2)            |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Motor expenses                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 7 690(1)            |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Rates (9 500* + 500*)                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 10 000(2)           |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Sundry expenses                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 42 156(1)           |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| Provision for depreciation - equipment |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1 000(2cf)          |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| motor vehicles                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <u>10 000 (2cf)</u> |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
|                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     | <b>78 046</b>             |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
| <b>Net Profit</b>                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     | <b><u>116 954 (1)</u></b> |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |
|                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     |                           |   |   |       |  |            |  |                 |  |                 |  |  |  |  |                |                      |  |  |  |               |  |           |  |                               |             |  |  |                  |                 |  |  |  |  |                |  |  |  |         |  |               |  |                  |  |                           |  |  |                       |                     |  |  |                   |                 |  |  |  |           |  |          |  |                            |  |          |  |                |  |          |  |                       |  |           |  |                 |  |           |  |                                        |  |            |  |                |  |                     |  |  |  |  |               |                   |  |  |                           |  |  |  |  |      |

| Question Number | Answer                                                                                                                                                                                                                                                     | Mark |
|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 13(b)(i)        | <p><b>Sample answer</b></p> <p>With additional information 5 I have used the accruals (matching) concept <b>(1)</b>, which states that only transactions relating to the year under consideration should be included in the final accounts <b>(1)</b>.</p> | (2)  |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                                                                                             | Mark |
|-----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 13(b)(ii)       | <p><b>Sample answer</b></p> <p>With additional information 6 I have used the business entity concept <b>(1)</b>, which states that only transactions involving the business should be included in the business books <b>(1)</b>. The goods for own use are drawings and as such, they need to be ignored in the calculation of cost of sales. Only the purchases used in the business are recorded <b>(1)</b>.</p> | (3)  |



| Question Number | Answer                                                                                                                                                                                                                                                                                                                                              | Mark |
|-----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 15(b)           | <b>Formula</b><br>$\text{Gross Profit/Sales} \times 100$<br><b>Gross profit margin for year ended 31 March 2010</b><br>$250\,000/500\,000 \times 100 = 50\%$<br><b>Gross profit margin for year ended 31 March 2011</b><br>$330\,000/600\,000 \times 100 = 55\%$<br><br><b>1 mark for correct formula + 1 mark for both correct percentages (2)</b> | (2)  |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                        | Mark |
|-----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 15(c)           | <b>Formula</b><br>$\text{Net Profit/Sales} \times 100$<br><b>Net profit margin for year ended 31 March 2010</b><br>$150\,000/500\,000 \times 100 = 30\%$<br><b>Net profit margin for year ended 31 March 2011</b><br>$210\,000/600\,000 \times 100 = 35\%$<br><br><b>1 mark for correct formula + 1 mark for both correct percentages (2)</b> | (2)  |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                                                       | Mark |
|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 15(d)           | <b>Formula</b><br>$\text{Net Profit/Capital Employed} \times 100$<br><b>Return on capital employed for year ended 31 March 2010</b><br>$150\,000/750\,000 \times 100 = 20\%$<br><b>Return on capital employed for year ended 31 March 2011</b><br>$210\,000/900\,000 \times 100 = 23.3\%$<br><br><b>1 mark for correct formula + 1 mark for both correct percentages (2)</b> | (2)  |

| Question Number | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Mark |
|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| 15 (e)          | <p>The key here is for the candidate to find reasons (identify a strategy) to explain their contention. Reasons must have validity and must be backed up by figures.</p> <p>Evaluation of performance between 2010 and 2011<br/>           Comment on profitability <b>(1)</b> with figures <b>(1)</b><br/>           Comment on liquidity <b>(1)</b> with figures <b>(1)</b><br/>           Decision based on evidence <b>(1)</b><br/>           Max 3 marks if no figures.</p> <p><b>Sample answer:</b><br/>           Since Albert has increased his gross profit margin (from 50% to 55%) it may be that he has increased his selling price or negotiated better terms with his suppliers which has lowered his cost of sales. There has been no increase in his overhead ratio over the two years as the only change in the net profit margin was due to the increase in his gross profit margin. This indicates that he is maintaining the same level of overhead expenditure. The return on capital employed also indicates an improving profitability situation with an increase from 20% to 23%.</p> <p>In terms of liquidity the situation has worsened between the two years. His current ratio has diminished from 2.5:1 in 2010 to 1.5:1 in 2011. If this trend continues then he may have difficulty meeting his short term debts. The acid test also shows a diminishing trend, down from 1.5:1 to 0.8:1.</p> <p>Overall although Albert's profitability has shown some signs of improvement between 2010 and 2011 the reduction in his liquidity position would indicate that contrary to his belief his business performance in 2011 is not superior to 2010.</p> | (5)  |

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