



# Cambridge International AS & A Level

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**ACCOUNTING****9706/33**

Paper 3 Structured Questions

**October/November 2020****MARK SCHEME**Maximum Mark: 150

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**Published**

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

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

Cambridge International will not enter into discussions about these mark schemes.

Cambridge International is publishing the mark schemes for the October/November 2020 series for most Cambridge IGCSE™, Cambridge International A and AS Level and Cambridge Pre-U components, and some Cambridge O Level components.

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This document consists of **15** printed pages.

**PUBLISHED****Generic Marking Principles**

These general marking principles must be applied by all examiners when marking candidate answers. They should be applied alongside the specific content of the mark scheme or generic level descriptors for a question. Each question paper and mark scheme will also comply with these marking principles.

**GENERIC MARKING PRINCIPLE 1:**

Marks must be awarded in line with:

- the specific content of the mark scheme or the generic level descriptors for the question
- the specific skills defined in the mark scheme or in the generic level descriptors for the question
- the standard of response required by a candidate as exemplified by the standardisation scripts.

**GENERIC MARKING PRINCIPLE 2:**

Marks awarded are always **whole marks** (not half marks, or other fractions).

**GENERIC MARKING PRINCIPLE 3:**

Marks must be awarded **positively**:

- marks are awarded for correct/valid answers, as defined in the mark scheme. However, credit is given for valid answers which go beyond the scope of the syllabus and mark scheme, referring to your Team Leader as appropriate
- marks are awarded when candidates clearly demonstrate what they know and can do
- marks are not deducted for errors
- marks are not deducted for omissions
- answers should only be judged on the quality of spelling, punctuation and grammar when these features are specifically assessed by the question as indicated by the mark scheme. The meaning, however, should be unambiguous.

**GENERIC MARKING PRINCIPLE 4:**

Rules must be applied consistently, e.g. in situations where candidates have not followed instructions or in the application of generic level descriptors.

**GENERIC MARKING PRINCIPLE 5:**

Marks should be awarded using the full range of marks defined in the mark scheme for the question (however; the use of the full mark range may be limited according to the quality of the candidate responses seen).

**GENERIC MARKING PRINCIPLE 6:**

Marks awarded are based solely on the requirements as defined in the mark scheme. Marks should not be awarded with grade thresholds or grade descriptors in mind.

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| Question | Answer                                                                                                                                                                                                                                                                                                                                                                                                                  | Marks |
|----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| 1(a)(i)  | <div> <div>\$</div> <div> <div>draft</div> <div>78 000</div> </div> <div> <div>sale or return goods</div> <div>8 000</div> <div>(1)</div> </div> <div> <div>adj for net realisable value</div> <div>(12 900)</div> <div>(1)</div> <div>[–27 +18.2 – 4.1]</div> </div> <div> <div>import duties</div> <div>3 500</div> <div>(1)</div> </div> <div> <div>inventory</div> <div>76 600</div> <div>(1)OF</div> </div> </div> | 4     |
| 1(a)(ii) | <div> <div>\$</div> <div> <div>opening inventory</div> <div>85 000</div> </div> <div> <div>purchases</div> <div>1 317 000</div> </div> <div> <div>import duties</div> <div>30 000</div> <div>(1)</div> </div> <div> <div>closing inventory</div> <div>(76 600)</div> </div> <div> <div>cost of sales</div> <div>1 355 400</div> <div>(1)OF</div> </div> </div>                                                          | 2     |

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| Question                | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |       |           |       | Marks |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
|-------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-----------|-------|-------|----|--|----|--|-----------------|--|--|-----------|-----|---------------|--|--|-----------|-------|--------------|--|--|---------|--|--------------|--|--|-------|-----|--------------------|---------|----|--|--|-------------------------|---------|----|--|--|--|--|--|---------|--|------------------------|--|--|--------|--|-----------------|--|--|--------|--|-------------------|--|--|--------|-------|--|----|--|--|--|-------|---------|--|--|--|---------------|----------|-----|--|--|---------------|-------|-----|--|--|-----------------|-------|-----|--|--|--|---------|-------|--|--|----|
| 1(b)                    | <div>GH plc</div> <div>Income statement for the year ended 30 June 2020.</div> <table><tr><td></td><td>\$</td><td></td><td>\$</td><td></td></tr><tr><td>Revenue 1980–20</td><td></td><td></td><td>1 960 000</td><td>(1)</td></tr><tr><td>Cost of sales</td><td></td><td></td><td>1 355 400</td><td>(1)OF</td></tr><tr><td>Gross profit</td><td></td><td></td><td>604 600</td><td></td></tr><tr><td>Other income</td><td></td><td></td><td>6 300</td><td>(1)</td></tr><tr><td>Distribution costs</td><td>167 700</td><td>W1</td><td></td><td></td></tr><tr><td>Administrative expenses</td><td>424 100</td><td>W2</td><td></td><td></td></tr><tr><td></td><td></td><td></td><td>591 800</td><td></td></tr><tr><td>Profit from operations</td><td></td><td></td><td>19 100</td><td></td></tr><tr><td>Finance charges</td><td></td><td></td><td>49 000</td><td></td></tr><tr><td>Loss for the year</td><td></td><td></td><td>29 900</td><td>(1)OF</td></tr></table> <div>W1 – distribution</div> <table><tr><td></td><td>\$</td><td></td><td></td><td></td></tr><tr><td>draft</td><td>186 500</td><td></td><td></td><td></td></tr><tr><td>import duties</td><td>(30 000)</td><td>(1)</td><td></td><td></td></tr><tr><td>export duties</td><td>7 200</td><td>(1)</td><td></td><td></td></tr><tr><td>impairment loss</td><td>4 000</td><td>(1)</td><td></td><td></td></tr><tr><td></td><td>167 700</td><td>(1)OF</td><td></td><td></td></tr></table> |       |           |       |       | \$ |  | \$ |  | Revenue 1980–20 |  |  | 1 960 000 | (1) | Cost of sales |  |  | 1 355 400 | (1)OF | Gross profit |  |  | 604 600 |  | Other income |  |  | 6 300 | (1) | Distribution costs | 167 700 | W1 |  |  | Administrative expenses | 424 100 | W2 |  |  |  |  |  | 591 800 |  | Profit from operations |  |  | 19 100 |  | Finance charges |  |  | 49 000 |  | Loss for the year |  |  | 29 900 | (1)OF |  | \$ |  |  |  | draft | 186 500 |  |  |  | import duties | (30 000) | (1) |  |  | export duties | 7 200 | (1) |  |  | impairment loss | 4 000 | (1) |  |  |  | 167 700 | (1)OF |  |  | 15 |
|                         | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |       | \$        |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Revenue 1980–20         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 1 960 000 | (1)   |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Cost of sales           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 1 355 400 | (1)OF |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Gross profit            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 604 600   |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Other income            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 6 300     | (1)   |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Distribution costs      | 167 700                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | W1    |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Administrative expenses | 424 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | W2    |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
|                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 591 800   |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Profit from operations  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 19 100    |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Finance charges         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 49 000    |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| Loss for the year       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | 29 900    | (1)OF |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
|                         | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |       |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| draft                   | 186 500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |       |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| import duties           | (30 000)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | (1)   |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| export duties           | 7 200                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | (1)   |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
| impairment loss         | 4 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | (1)   |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |
|                         | 167 700                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | (1)OF |           |       |       |    |  |    |  |                 |  |  |           |     |               |  |  |           |       |              |  |  |         |  |              |  |  |       |     |                    |         |    |  |  |                         |         |    |  |  |  |  |  |         |  |                        |  |  |        |  |                 |  |  |        |  |                   |  |  |        |       |  |    |  |  |  |       |         |  |  |  |               |          |     |  |  |               |       |     |  |  |                 |       |     |  |  |  |         |       |  |  |    |

**PUBLISHED**

| Question                          | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Marks        |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
|-----------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|----|--|-------|---------|--|------------------------------|-------|-----------|-----------------------|-------|------------|--------------------------|--------|------------|---------------|---------|------------|--|----------------|--------------|--|----|--|-----------------------------------|---------|--|---------------------|-----------------|------------|--|---------|--|-------|-------|--------------|------------------------|----------------|--|--|-------|--------------|--|
| 1(b)                              | <p><b>W2</b> – administrative</p> <table> <tr><td></td><td>\$</td><td></td></tr> <tr><td>draft</td><td>391 000</td><td></td></tr> <tr><td>provision for doubtful debts</td><td>3 000</td><td><b>W3</b></td></tr> <tr><td>add back other income</td><td>6 300</td><td><b>(1)</b></td></tr> <tr><td>provision for legal fees</td><td>31 000</td><td><b>(1)</b></td></tr> <tr><td>export duties</td><td>(7 200)</td><td><b>(1)</b></td></tr> <tr><td></td><td><u>424 100</u></td><td><b>(1)OF</b></td></tr> </table> <p><b>W3</b> – provision for doubtful debts</p> <table> <tr><td></td><td>\$</td><td></td></tr> <tr><td>draft trade receivables (194 + 6)</td><td>200 000</td><td></td></tr> <tr><td>less sale or return</td><td><u>(20 000)</u></td><td><b>(1)</b></td></tr> <tr><td></td><td>180 000</td><td></td></tr> <tr><td>at 5%</td><td>9 000</td><td><b>(1)OF</b></td></tr> <tr><td>less opening provision</td><td><u>(6 000)</u></td><td></td></tr> <tr><td></td><td>3 000</td><td><b>(1)OF</b></td></tr> </table> |              | \$ |  | draft | 391 000 |  | provision for doubtful debts | 3 000 | <b>W3</b> | add back other income | 6 300 | <b>(1)</b> | provision for legal fees | 31 000 | <b>(1)</b> | export duties | (7 200) | <b>(1)</b> |  | <u>424 100</u> | <b>(1)OF</b> |  | \$ |  | draft trade receivables (194 + 6) | 200 000 |  | less sale or return | <u>(20 000)</u> | <b>(1)</b> |  | 180 000 |  | at 5% | 9 000 | <b>(1)OF</b> | less opening provision | <u>(6 000)</u> |  |  | 3 000 | <b>(1)OF</b> |  |
|                                   | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |              |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| draft                             | 391 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |              |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| provision for doubtful debts      | 3 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>W3</b>    |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| add back other income             | 6 300                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>(1)</b>   |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| provision for legal fees          | 31 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>(1)</b>   |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| export duties                     | (7 200)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>(1)</b>   |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
|                                   | <u>424 100</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>(1)OF</b> |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
|                                   | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |              |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| draft trade receivables (194 + 6) | 200 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |              |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| less sale or return               | <u>(20 000)</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <b>(1)</b>   |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
|                                   | 180 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |              |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| at 5%                             | 9 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>(1)OF</b> |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| less opening provision            | <u>(6 000)</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |              |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
|                                   | 3 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>(1)OF</b> |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |
| 1(c)                              | <p>With a probability of more than 50% at present this requires a provision <b>(1)</b> which lowers profit and increases current liabilities <b>(1)</b>.<br/>         If the probability was less than 50% it would be a contingent liability <b>(1)</b> which would be recorded by a note to the accounts <b>(1)</b>.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>4</b>     |    |  |       |         |  |                              |       |           |                       |       |            |                          |        |            |               |         |            |  |                |              |  |    |  |                                   |         |  |                     |                 |            |  |         |  |       |       |              |                        |                |  |  |       |              |  |

**PUBLISHED**

| Question                   | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Marks |                |       |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|----------------|-------|----|--|-------------|-------|-----|----------------|-------|---------------|--------|----|----------|-------|----------------------------|-------|----|------|-------|-------------------|--------|----|-------------|-------|--|--|--|-------------|-------|--|--|--|-------------|-------|--|---------------|--|---------------|--|----|
| 2(a)                       | <p>RX Sports<br/>Receipts and payments account for the year ended 31 December 2019</p> <table><tr><td></td><td>\$</td><td></td><td>\$</td><td></td></tr><tr><td>Balance b/d</td><td>1 420</td><td>(1)</td><td>Trade payables</td><td>8 600</td></tr><tr><td>Subscriptions</td><td>14 700</td><td>W1</td><td>Computer</td><td>2 800</td></tr><tr><td>Disposal of club equipment</td><td>4 700</td><td>W2</td><td>Rent</td><td>5 500</td></tr><tr><td>Trade receivables</td><td>16 260</td><td>W3</td><td>Staff costs</td><td>9 640</td></tr><tr><td></td><td></td><td></td><td>Other costs</td><td>1 320</td></tr><tr><td></td><td></td><td></td><td>Balance c/d</td><td>9 220</td></tr><tr><td></td><td><u>37 080</u></td><td></td><td><u>37 080</u></td><td></td></tr></table> <p>Balance b/d 9 220(1)OF</p> <p>W1 14 200 + (400 – 200) (1) + (600 – 300) (1) = \$14 700 (1)OF<br/>W2 (7 200 – 3 100) (1) + 600 = \$4 700 (1)OF<br/>W3 14 800 + (5 200 – 3 740) (1) = \$16 260 (1)OF<br/>W4 9 950 + (1 560 – 2 910) (1) = \$8 600 (1)OF<br/>W5 (1 900 ÷ 0.25) (1) – 4 800 = \$2 800 (1)OF<br/>W6 6 000 × 11/12 = \$5 500 (1)<br/>W7 9 800 – 160 = \$9 640 (1)</p> |       | \$             |       | \$ |  | Balance b/d | 1 420 | (1) | Trade payables | 8 600 | Subscriptions | 14 700 | W1 | Computer | 2 800 | Disposal of club equipment | 4 700 | W2 | Rent | 5 500 | Trade receivables | 16 260 | W3 | Staff costs | 9 640 |  |  |  | Other costs | 1 320 |  |  |  | Balance c/d | 9 220 |  | <u>37 080</u> |  | <u>37 080</u> |  | 16 |
|                            | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |       | \$             |       |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
| Balance b/d                | 1 420                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | (1)   | Trade payables | 8 600 |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
| Subscriptions              | 14 700                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | W1    | Computer       | 2 800 |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
| Disposal of club equipment | 4 700                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | W2    | Rent           | 5 500 |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
| Trade receivables          | 16 260                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | W3    | Staff costs    | 9 640 |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
|                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |       | Other costs    | 1 320 |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
|                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |       | Balance c/d    | 9 220 |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
|                            | <u>37 080</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |       | <u>37 080</u>  |       |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
| 2(b)                       | <p>Only the receipts and payments account contains capital items. (1)<br/>Only the income and expenditure account contains non-cash items. (1)<br/>Only the income and expenditure account contains items which have been adjusted for prepayments and accruals. (1)<br/><b>Accept other valid points</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 3     |                |       |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |
| 2(c)                       | <p>Income and expenditure account (1)</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1     |                |       |    |  |             |       |     |                |       |               |        |    |          |       |                            |       |    |      |       |                   |        |    |             |       |  |  |  |             |       |  |  |  |             |       |  |               |  |               |  |    |

**PUBLISHED**

| Question | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Marks    |
|----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| 2(d)     | <p><b>Cash flow</b></p> <p>Making all sales on a cash basis would mean the money is received earlier hence improving cash flow. <b>(1)</b></p> <p>However, the trade receivables collection period is 93 days <b>(1)</b> which is less than the trade payables payment period of 107 days <b>(1)</b> which means that the cash flow issue should not be a problem <b>(1)</b>. It can be assumed that the club has negotiated special terms with suppliers to allow for the payments by instalments which might cease if credit sales were stopped. <b>(1)</b></p> <p>There has been a considerable increase in the funds of the club during the year and therefore it seems likely that there is no need to make this change in order to improve cash flow. <b>(1)OF</b></p> <p><b>Surplus/deficit</b></p> <p>Allowing members to pay in instalments involves a lot of administration and if this was stopped then cost savings might arise. <b>(1)</b></p> <p>Members might be put off making purchases and the sales of the club might fall. <b>(1)</b></p> <p>Given that trade receivables have been falling and inventory has been increasing it is possible that the club is already finding it more difficult to make sales. <b>(1)</b></p> <p>The profit from these sales makes up more than a quarter of the income of the club and this could be jeopardised. <b>(1)</b></p> <p>The club is already making a deficit and this could be increased by the change. <b>(1)</b></p> <p><b>Accept other valid points</b></p> <p>Max <b>(2)</b> for cash flow, Max <b>(2)</b> for surplus/deficit plus <b>(1)</b> mark for decision</p> | <b>5</b> |



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| Question | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Marks    |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| 3(a)     | It is a profitable business. (1)<br>The premises are in a good location. (1)<br>There is a strong customer base. (1)<br>The business has a good reputation. (1)<br>The employees are well trained and efficient. (1)<br><b>Accept other valid points</b><br><b>Max 3</b>                                                                                                                                                                                                                 | <b>3</b> |
| 3(b)     | cash (1)<br>shares (1)<br>debentures/loan stock (1)                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>3</b> |
| 3(c)     | The profit sharing ratio is 1:1 (1) and Arthur will have received 50% of the profit on realisation (1).<br>The correct distribution of the purchase consideration depends on whether the partners contributed equally to the business (1) as shown by their capital accounts (1) and whether they withdrew resources equally from the business/taken equal amounts as drawings (1) as shown by their current accounts (1).<br>Decision (1)<br>(1) for Decision plus max (4) for comments | <b>5</b> |
| 3(d)     | Depreciation provided had been inadequate (1).<br>The partnership had failed to provide for an impairment loss (1).<br>VC plc had undervalued it during the negotiations for the purchase of the partnership (1).<br><b>Accept other valid points</b><br><b>Max 2</b>                                                                                                                                                                                                                    | <b>2</b> |
| 3(e)(i)  | $300\,000 (1) - 261\,350 (1) = 38\,650 (1)$ <b>OF</b>                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>3</b> |
| 3(e)(ii) | $261\,350 (1) - 209\,410 (1) = 51\,940 (1)$ <b>OF</b>                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>3</b> |
| 3(f)     | The profit on realisation would be shared equally (1)<br>Arthur and Belinda would gain \$25 970 each (1) <b>OF</b>                                                                                                                                                                                                                                                                                                                                                                       | <b>2</b> |
| 3(g)     | The statement of financial position of a limited company does not show an account for each shareholder/owner (1) and therefore the gain has to be recorded in total (1).<br>The statement of financial position of a partnership does show an account for each partner/owner (1) and so each partner can be credited with his/her share of the gain. (1)                                                                                                                                 | <b>4</b> |

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| Question               | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Marks               |                |                     |                |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
|------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------|---------------------|----------------|-------|--|--|-------|-------|-------|-------|--|-------------|--|--|--|--|--|-----------------|-----|-----|-----|-------|--------|-----------|--|-----|----|-----|--------|-----------|--|--|--|-------|--------|------------------|-----|-----|-----|-------|-----------|---------------------|--|--|--|--|--|-----------------|----|-----|-----|-----|--------|---------------------|----|-----|----|-----|--------|------------------------|--|--|--|------|--------|------------------|----|-----|-----|-----|-----------|-----------------------|--|--|--|--|--|------------------|-----|-----|-----|-------|------------|--|--|--|--|--|---|-----------------|-----|-----|----|-------|---|---|
| 4(a)                   | <div>PM Limited</div> <div>Schedule of non-current assets for the year ended 31 March 2020</div> <table><thead><tr><th></th><th>Premises</th><th>Plant and machinery</th><th>Motor vehicles</th><th>Total</th><th></th></tr><tr><th></th><th>\$000</th><th>\$000</th><th>\$000</th><th>\$000</th><th></th></tr></thead><tbody><tr><td><b>Cost</b></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>At 1 April 2019</td><td>900</td><td>405</td><td>198</td><td>1 503</td><td>(1)row</td></tr><tr><td>Additions</td><td></td><td>117</td><td>76</td><td>193</td><td>(1)row</td></tr><tr><td>Disposals</td><td></td><td></td><td></td><td>(136)</td><td>(1)row</td></tr><tr><td>At 31 March 2020</td><td>900</td><td>430</td><td>230</td><td>1 560</td><td>(1)OF row</td></tr><tr><td><b>Depreciation</b></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>At 1 April 2019</td><td>72</td><td>184</td><td>103</td><td>359</td><td>(1)row</td></tr><tr><td>Charge for the year</td><td>18</td><td>107</td><td>46</td><td>171</td><td>(1)row</td></tr><tr><td>Eliminated on disposal</td><td></td><td></td><td></td><td>(81)</td><td>(1)row</td></tr><tr><td>At 31 March 2020</td><td>90</td><td>245</td><td>114</td><td>449</td><td>(1)OF row</td></tr><tr><td><b>Net book value</b></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>At 31 March 2020</td><td>810</td><td>185</td><td>116</td><td>1 111</td><td>}(1)OF row</td></tr><tr><td></td><td></td><td></td><td></td><td></td><td>}</td></tr><tr><td>At 1 April 2019</td><td>828</td><td>221</td><td>95</td><td>1 144</td><td>}</td></tr></tbody></table> |                     | Premises       | Plant and machinery | Motor vehicles | Total |  |  | \$000 | \$000 | \$000 | \$000 |  | <b>Cost</b> |  |  |  |  |  | At 1 April 2019 | 900 | 405 | 198 | 1 503 | (1)row | Additions |  | 117 | 76 | 193 | (1)row | Disposals |  |  |  | (136) | (1)row | At 31 March 2020 | 900 | 430 | 230 | 1 560 | (1)OF row | <b>Depreciation</b> |  |  |  |  |  | At 1 April 2019 | 72 | 184 | 103 | 359 | (1)row | Charge for the year | 18 | 107 | 46 | 171 | (1)row | Eliminated on disposal |  |  |  | (81) | (1)row | At 31 March 2020 | 90 | 245 | 114 | 449 | (1)OF row | <b>Net book value</b> |  |  |  |  |  | At 31 March 2020 | 810 | 185 | 116 | 1 111 | }(1)OF row |  |  |  |  |  | } | At 1 April 2019 | 828 | 221 | 95 | 1 144 | } | 9 |
|                        | Premises                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Plant and machinery | Motor vehicles | Total               |                |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
|                        | \$000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | \$000               | \$000          | \$000               |                |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| <b>Cost</b>            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                |                     |                |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| At 1 April 2019        | 900                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 405                 | 198            | 1 503               | (1)row         |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| Additions              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 117                 | 76             | 193                 | (1)row         |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| Disposals              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                | (136)               | (1)row         |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| At 31 March 2020       | 900                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 430                 | 230            | 1 560               | (1)OF row      |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| <b>Depreciation</b>    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                |                     |                |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| At 1 April 2019        | 72                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 184                 | 103            | 359                 | (1)row         |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| Charge for the year    | 18                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 107                 | 46             | 171                 | (1)row         |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| Eliminated on disposal |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                | (81)                | (1)row         |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| At 31 March 2020       | 90                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 245                 | 114            | 449                 | (1)OF row      |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| <b>Net book value</b>  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                |                     |                |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| At 31 March 2020       | 810                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 185                 | 116            | 1 111               | }(1)OF row     |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
|                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                |                     | }              |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |
| At 1 April 2019        | 828                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 221                 | 95             | 1 144               | }              |       |  |  |       |       |       |       |  |             |  |  |  |  |  |                 |     |     |     |       |        |           |  |     |    |     |        |           |  |  |  |       |        |                  |     |     |     |       |           |                     |  |  |  |  |  |                 |    |     |     |     |        |                     |    |     |    |     |        |                        |  |  |  |      |        |                  |    |     |     |     |           |                       |  |  |  |  |  |                  |     |     |     |       |            |  |  |  |  |  |   |                 |     |     |    |       |   |   |

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| Question | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Marks     |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| 4(b)     | <div>description                      \$000                      section</div> <div>depreciation charge                      171    <b>(1)</b>    operating activities    <b>(1)</b></div> <div>loss on disposal                      29    <b>(1)</b>    operating activities    <b>(1)</b></div> <div>profit on disposal                      10    <b>(1)</b>    operating activities    <b>(1)</b></div> <div>proceeds from sale of non-current assets                      36    <b>(1)</b>    investing activities    <b>(1)</b></div> <div>cost of purchases of non-current assets                      193    <b>(1)</b>    investing activities    <b>(1)</b></div> | <b>10</b> |
| 4(c)     | The accumulated depreciation on the premises would be cancelled <b>(1)</b> and the remainder of the gain would be added to the cost <b>(1)</b> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>2</b>  |
| 4(d)     | There would be no effect <b>(1)</b> as a revaluation does not involve any movement of funds <b>(1)</b> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>2</b>  |
| 4(e)     | Delivery <b>(1)</b><br>Installation <b>(1)</b><br>Legal fees <b>(1)</b><br>Import duties <b>(1)</b><br><b>Accept other valid points</b><br><b>Max2</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>2</b>  |

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| Question | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Marks |
|----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| 5(a)     | <div style="text-align: right;">\$</div> <div style="display: flex; justify-content: space-between;"> <div>direct material</div> <div>20 }</div> </div> <div style="display: flex; justify-content: space-between;"> <div>direct labour</div> <div>12 }(1)</div> </div> <div style="display: flex; justify-content: space-between;"> <div>production overhead</div> <div>18 (1)</div> </div> <div style="display: flex; justify-content: space-between;"> <div>selling and distribution overhead</div> <div>10 (1)</div> </div> <div style="display: flex; justify-content: space-between;"> <div>total unit cost</div> <div>60 (1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>mark up</div> <div>20 (1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>selling price</div> <div>80 (1)OF</div> </div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 6     |
| 5(b)     | <p>Production overheads</p> <div style="text-align: right;">\$</div> <div style="display: flex; justify-content: space-between;"> <div>machine set up costs</div> <div><math>\\$50 (1) \times 350</math></div> <div>17 500</div> <div>(1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>quality inspection costs</div> <div><math>\\$12 (1) \times 400</math></div> <div>4 800</div> <div>(1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>order processing costs</div> <div><math>\\$10 (1) \times 770</math></div> <div>7 700</div> <div>(1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div></div> <div></div> <div>30 000</div> <div></div> </div> <div style="text-align: right;">\$</div> <div style="display: flex; justify-content: space-between;"> <div>direct material</div> <div>30 }</div> </div> <div style="display: flex; justify-content: space-between;"> <div>direct labour</div> <div>20 }(1)</div> </div> <div style="display: flex; justify-content: space-between;"> <div>production overhead</div> <div>30 (1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>selling and distribution overhead</div> <div>10 (1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>total unit cost</div> <div>90 (1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>mark up</div> <div>30 (1)OF</div> </div> <div style="display: flex; justify-content: space-between;"> <div>selling price</div> <div>120 (1)OF</div> </div> | 12    |

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| Question | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Marks    |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| 5(c)     | Overheads may not be fully variable which could result in the overhead cost per unit being somewhat overstated. <b>(1)</b><br>Costs for the same activity may not turn out to be quite the same for two different versions. <b>(1)</b><br>There is a need for market research to determine the level of demand for the deluxe version. <b>(1)</b><br>There is a need to establish what competitors are charging for a similar version. <b>(1)</b><br><b>Accept other valid points</b><br>Max 2 | <b>2</b> |
| 5(d)     | Halving the number of quality inspections would save money <b>(1)</b> – \$3 000 for the standard version and \$2 400 for the deluxe version <b>(1)</b> .<br>The quality of the goods sold could fall with fewer inspections <b>(1)</b> which could result in a loss of reputation <b>(1)</b> or a fall in the number of units sold <b>(1)</b> .<br>Decision <b>(1)</b><br><b>Accept other valid points</b><br><b>(1)</b> for decision plus max <b>(2)</b> for comments                         | <b>3</b> |
| 5(e)(i)  | one of the activities undertaken in the making of a product which results in a cost being incurred <b>(1)</b>                                                                                                                                                                                                                                                                                                                                                                                  | <b>1</b> |
| 5(e)(ii) | a (memorandum) account which records the cost of each of these activities <b>(1)</b>                                                                                                                                                                                                                                                                                                                                                                                                           | <b>1</b> |

| Question          | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Marks         |               |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
|-------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|---------------|---------------|--|--|----|----|--|---------|---------|---------|------------|------------------|--------|--------|------------|---------------|--------|--------|------------|-------------------|--------|--------|------------|----------------|--------|--------|------------|--------|--------|--------|--------------|---|
| 6(a)              | <p><b>Advantages</b></p> <p>May enable costs to be managed better <b>(1)</b></p> <p>Helps in preparing budgets and forecasts <b>(1)</b></p> <p>May increase staff motivation if targets are achievable <b>(1)</b></p> <p>Facilitates variance analysis <b>(1)</b></p> <p><b>Disadvantages</b></p> <p>Calculating the standards is a difficult and time consuming job <b>(1)</b></p> <p>Maintaining the standard costing system can be expensive and difficult <b>(1)</b></p> <p>The system will not be applicable if there are one off jobs and irregular processes <b>(1)</b></p> <p>Setting standards is based on estimates <b>(1)</b></p> <p><b>Accept other valid points</b></p> <p><b>Max 2 marks for advantages and Max 2 marks for disadvantages.</b></p> | 4             |               |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| 6(b)              | <table><tr><td></td><td>master budget</td><td>flexed budget</td><td></td></tr><tr><td></td><td>\$</td><td>\$</td><td></td></tr><tr><td>revenue</td><td>180 000</td><td>187 500</td><td><b>(1)</b></td></tr><tr><td>direct materials</td><td>24 000</td><td>25 000</td><td><b>(1)</b></td></tr><tr><td>direct labour</td><td>36 000</td><td>37 500</td><td><b>(1)</b></td></tr><tr><td>variable overhead</td><td>60 000</td><td>62 500</td><td><b>(1)</b></td></tr><tr><td>fixed overhead</td><td>20 000</td><td>20 000</td><td><b>(1)</b></td></tr><tr><td>profit</td><td>40 000</td><td>42 500</td><td><b>(1)OF</b></td></tr></table> <p>Marks for both budgets</p>                                                                                             |               | master budget | flexed budget |  |  | \$ | \$ |  | revenue | 180 000 | 187 500 | <b>(1)</b> | direct materials | 24 000 | 25 000 | <b>(1)</b> | direct labour | 36 000 | 37 500 | <b>(1)</b> | variable overhead | 60 000 | 62 500 | <b>(1)</b> | fixed overhead | 20 000 | 20 000 | <b>(1)</b> | profit | 40 000 | 42 500 | <b>(1)OF</b> | 6 |
|                   | master budget                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | flexed budget |               |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
|                   | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$            |               |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| revenue           | 180 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 187 500       | <b>(1)</b>    |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| direct materials  | 24 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 25 000        | <b>(1)</b>    |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| direct labour     | 36 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 37 500        | <b>(1)</b>    |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| variable overhead | 60 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 62 500        | <b>(1)</b>    |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| fixed overhead    | 20 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 20 000        | <b>(1)</b>    |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |
| profit            | 40 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 42 500        | <b>(1)OF</b>  |               |  |  |    |    |  |         |         |         |            |                  |        |        |            |               |        |        |            |                   |        |        |            |                |        |        |            |        |        |        |              |   |

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| Question                  | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |          |                   | Marks                     |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-------------------|---------------------------|---------------------|--------------------------|--------------|-----------------------|-------|-----|----------------------|---------|-----|----------------|---------|-----|--|--|---|
| 6(c)                      | <table><tr><td></td><td>\$</td><td></td></tr><tr><td>revenue from master</td><td>180 000</td><td>(1)OF</td></tr><tr><td>sales volume variance</td><td>7 500</td><td>(1)</td></tr><tr><td>sales price variance</td><td>(6 250)</td><td>(1)</td></tr><tr><td>actual revenue</td><td>181 250</td><td>(1)</td></tr></table>                                                                                                                                                                                                                                                 |          | \$                |                           | revenue from master | 180 000                  | (1)OF        | sales volume variance | 7 500 | (1) | sales price variance | (6 250) | (1) | actual revenue | 181 250 | (1) |  |  | 4 |
|                           | \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |          |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| revenue from master       | 180 000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | (1)OF    |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| sales volume variance     | 7 500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | (1)      |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| sales price variance      | (6 250)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | (1)      |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| actual revenue            | 181 250                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | (1)      |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| 6(d)                      | <table><tr><td>Variance</td><td>Revised value(\$)</td></tr><tr><td>Sales volume variance (1)</td><td>30 000 F (1)</td></tr><tr><td>Sales price variance (1)</td><td>28 000 A (1)</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                      | Variance | Revised value(\$) | Sales volume variance (1) | 30 000 F (1)        | Sales price variance (1) | 28 000 A (1) |                       |       | 4   |                      |         |     |                |         |     |  |  |   |
| Variance                  | Revised value(\$)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |          |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| Sales volume variance (1) | 30 000 F (1)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| Sales price variance (1)  | 28 000 A (1)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |                           |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |
| 6(e)                      | <p>This reduction would increase total revenue (1).<br/>It would increase market share (1).<br/>It would reduce contribution per unit from \$5 per unit to \$3 per unit (1), so it would still make a positive contribution (1).<br/>It would reduce total contribution from \$60 000 (1) to \$42 000 (1) and hence total profit would fall (1).<br/>Other methods to increase sales such as advertising could be tried (1).</p> <p><b>Accept other valid points</b><br/>Max (4) for comments plus (2) for calculations of total contribution plus (1) for decision</p> |          |                   | 7                         |                     |                          |              |                       |       |     |                      |         |     |                |         |     |  |  |   |