



## Cambridge International AS & A Level

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**ACCOUNTING**

**9706/31**

Paper 3 Structured Questions

**May/June 2021**

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 May/June 2021 series for most Cambridge IGCSE™, Cambridge International A and AS Level components and some Cambridge O Level components.

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This document consists of **22** 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.

**Social Science-Specific Marking Principles  
(for point-based marking)****1 Components using point-based marking:**

- Point marking is often used to reward knowledge, understanding and application of skills. We give credit where the candidate's answer shows relevant knowledge, understanding and application of skills in answering the question. We do not give credit where the answer shows confusion.

From this it follows that we:

- a** DO credit answers which are worded differently from the mark scheme if they clearly convey the same meaning (unless the mark scheme requires a specific term)
- b** DO credit alternative answers/examples which are not written in the mark scheme if they are correct
- c** DO credit answers where candidates give more than one correct answer in one prompt/numbered/scaffolded space where extended writing is required rather than list-type answers. For example, questions that require  $n$  reasons (e.g. State two reasons ...).
- d** DO NOT credit answers simply for using a 'key term' unless that is all that is required. (Check for evidence it is understood and not used wrongly.)
- e** DO NOT credit answers which are obviously self-contradicting or trying to cover all possibilities
- f** DO NOT give further credit for what is effectively repetition of a correct point already credited unless the language itself is being tested. This applies equally to 'mirror statements' (i.e. polluted/not polluted).
- g** DO NOT require spellings to be correct, unless this is part of the test. However spellings of syllabus terms must allow for clear and unambiguous separation from other syllabus terms with which they may be confused (e.g. Corrasion/Corrosion)

**2 Presentation of mark scheme:**

- Slashes (/) or the word 'or' separate alternative ways of making the same point.
- Semi colons (;) bullet points (•) or figures in brackets (1) separate different points.
- Content in the answer column in brackets is for examiner information/context to clarify the marking but is not required to earn the mark (except Accounting syllabuses where they indicate negative numbers).

**3 Calculation questions:**

- The mark scheme will show the steps in the most likely correct method(s), the mark for each step, the correct answer(s) and the mark for each answer
- If working/explanation is considered essential for full credit, this will be indicated in the question paper and in the mark scheme. In all other instances, the correct answer to a calculation should be given full credit, even if no supporting working is shown.
- Where the candidate uses a valid method which is not covered by the mark scheme, award equivalent marks for reaching equivalent stages.
- Where an answer makes use of a candidate's own incorrect figure from previous working, the 'own figure rule' applies: full marks will be given if a correct and complete method is used. Further guidance will be included in the mark scheme where necessary and any exceptions to this general principle will be noted.

**4 Annotation:**

- For point marking, ticks can be used to indicate correct answers and crosses can be used to indicate wrong answers. There is no direct relationship between ticks and marks. Ticks have no defined meaning for levels of response marking.
- For levels of response marking, the level awarded should be annotated on the script.
- Other annotations will be used by examiners as agreed during standardisation, and the meaning will be understood by all examiners who marked that paper.

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Question	Answer	Mark																																																																				
1(a)	<p>Manufacturing account for the year ended 31 December 2020</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;"></th> <th style="width: 15%; text-align: right;">\$</th> <th style="width: 15%; text-align: right;">\$</th> <th style="width: 10%;"></th> </tr> </thead> <tbody> <tr> <td>Opening inventory of raw materials</td> <td style="text-align: right;">66 000</td> <td></td> <td></td> </tr> <tr> <td>Purchases</td> <td style="text-align: right;">292 000</td> <td></td> <td></td> </tr> <tr> <td>Carriage inwards</td> <td style="text-align: right;">7 800</td> <td style="text-align: right;"><b>(1)</b></td> <td></td> </tr> <tr> <td>Closing inventory of raw materials</td> <td style="text-align: right;"><u>(72 000)</u></td> <td></td> <td></td> </tr> <tr> <td>Cost of raw materials consumed</td> <td></td> <td style="text-align: right;">293 800</td> <td style="text-align: right;"><b>(10F)</b></td> </tr> <tr> <td>Direct wages</td> <td></td> <td style="text-align: right;"><u>200 200</u></td> <td></td> </tr> <tr> <td>Prime cost</td> <td></td> <td style="text-align: right;">494 000</td> <td style="text-align: right;"><b>(10F)</b></td> </tr> <tr> <td>Indirect manufacturing expenses</td> <td></td> <td style="text-align: right;">108 000</td> <td></td> </tr> <tr> <td>Factory rent</td> <td></td> <td style="text-align: right;">48 000</td> <td style="text-align: right;"><b>(1)</b></td> </tr> <tr> <td>Depreciation – machinery <math>(\\$325\,000 + \\$5\,000 - \\$155\,000) \times 20\%</math></td> <td></td> <td style="text-align: right;"><u>35 000</u></td> <td style="text-align: right;"><b>(1)</b></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">685 000</td> <td></td> </tr> <tr> <td>Opening work in progress</td> <td></td> <td style="text-align: right;">42 600</td> <td style="text-align: right;">}</td> </tr> <tr> <td>Closing work in progress</td> <td></td> <td style="text-align: right;"><u>(54 000)</u></td> <td style="text-align: right;">}<b>(1)</b></td> </tr> <tr> <td>Cost of goods manufactured</td> <td></td> <td style="text-align: right;">673 600</td> <td></td> </tr> <tr> <td>Add : 25% mark up</td> <td></td> <td style="text-align: right;"><u>168 400</u></td> <td style="text-align: right;"><b>(10F)</b></td> </tr> <tr> <td>Value of finished goods transferred</td> <td></td> <td style="text-align: right;"><u>842 000</u></td> <td style="text-align: right;"><b>(10F)</b></td> </tr> </tbody> </table>		\$	\$		Opening inventory of raw materials	66 000			Purchases	292 000			Carriage inwards	7 800	<b>(1)</b>		Closing inventory of raw materials	<u>(72 000)</u>			Cost of raw materials consumed		293 800	<b>(10F)</b>	Direct wages		<u>200 200</u>		Prime cost		494 000	<b>(10F)</b>	Indirect manufacturing expenses		108 000		Factory rent		48 000	<b>(1)</b>	Depreciation – machinery $(\$325\,000 + \$5\,000 - \$155\,000) \times 20\%$		<u>35 000</u>	<b>(1)</b>			685 000		Opening work in progress		42 600	}	Closing work in progress		<u>(54 000)</u>	} <b>(1)</b>	Cost of goods manufactured		673 600		Add : 25% mark up		<u>168 400</u>	<b>(10F)</b>	Value of finished goods transferred		<u>842 000</u>	<b>(10F)</b>	<b>8</b>
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1(c)	<p>The luxury sofas inventories should be stated at the cost \$120 000, i.e. being unrealised profit \$30 000 deducted from the transfer value of \$150 000 <b>(1)</b>. This is in compliance with prudence concept <b>(1)</b> that the value of assets is not overstated <b>(1)</b> and realisation concept <b>(1)</b> that profit is only realised when goods are sold. <b>(1)</b></p>	<b>5</b>																																								
1(d)	<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th style="text-align: center;">Luxury sofas</th> <th></th> <th style="text-align: center;">Standard sofas</th> <th></th> </tr> <tr> <th></th> <th style="text-align: center;">\$</th> <th></th> <th style="text-align: center;">\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Revenue</td> <td style="text-align: right;"><u>944 000</u></td> <td></td> <td style="text-align: right;"><u>175 000</u></td> <td></td> </tr> <tr> <td>Opening inventory</td> <td style="text-align: right;">126 000</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Transfer value/Purchases</td> <td style="text-align: right;">842 000</td> <td></td> <td style="text-align: right;">158 600</td> <td></td> </tr> <tr> <td>Closing inventory</td> <td style="text-align: right;"><u>(150 000)</u></td> <td></td> <td style="text-align: right;"><u>(16 000)</u></td> <td></td> </tr> <tr> <td>Cost of sales of luxury sofas</td> <td style="text-align: right;"><u>818 000</u></td> <td style="text-align: center;"><b>(1OF)</b></td> <td style="text-align: right;"><u>142 600</u></td> <td style="text-align: center;"><b>(1)</b></td> </tr> <tr> <td>Gross profit</td> <td style="text-align: right;"><u>126 000</u></td> <td style="text-align: center;"><b>(1OF)</b></td> <td style="text-align: right;"><u>32 400</u></td> <td style="text-align: center;"><b>(1OF)</b></td> </tr> </tbody> </table>		Luxury sofas		Standard sofas			\$		\$		Revenue	<u>944 000</u>		<u>175 000</u>		Opening inventory	126 000				Transfer value/Purchases	842 000		158 600		Closing inventory	<u>(150 000)</u>		<u>(16 000)</u>		Cost of sales of luxury sofas	<u>818 000</u>	<b>(1OF)</b>	<u>142 600</u>	<b>(1)</b>	Gross profit	<u>126 000</u>	<b>(1OF)</b>	<u>32 400</u>	<b>(1OF)</b>	<b>4</b>
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Question	Answer	Mark
1(e)	<p>Luxury sofas has a gross profit margin of 30.23% <b>(10F)</b> <math>[(126\,000 + 168\,400 - 9\,000 \text{ (10F)}) / 944\,000]</math>.</p> <p>Manufacturing luxury sofas has a higher gross profit margin of 30.23% <b>(1)</b> than trading luxury sofas that has a gross profit margin of 20%. <b>(1)</b></p> <p>Ceasing production would incur costs such as redundancy. <b>(1)</b></p> <p>G Limited can control the quality if goods are manufactured. <b>(1)</b></p> <p><b>Max 2 mark for calculations.</b>  <b>Max 2 for valid points.</b>  <b>1 mark for decision.</b></p> <p><b>Accept other valid points.</b></p>	<b>5</b>

Question	Answer	Mark																																								
2(a)	<p>Statement of financial position at 31 December 2020 (extract)</p> <p style="text-align: center;">\$</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 40%;">Non-current assets <b>W1</b></td> <td style="width: 20%; text-align: right;">438 000</td> <td style="width: 10%; text-align: right;"><b>(1)</b></td> <td style="width: 30%;"></td> </tr> <tr> <td></td> <td style="border-top: 1px solid black;"></td> <td></td> <td></td> </tr> <tr> <td>Current assets</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Inventory <b>W3</b></td> <td style="text-align: right;">70 080</td> <td style="text-align: right;"><b>(3)</b></td> <td></td> </tr> <tr> <td>Trade receivables <b>W4</b></td> <td style="text-align: right;">95 040</td> <td style="text-align: right;"><b>(1)</b></td> <td></td> </tr> <tr> <td>Cash and cash equivalents (balancing)</td> <td style="text-align: right;">9 120</td> <td style="text-align: right;"><b>(10F)</b></td> <td></td> </tr> <tr> <td></td> <td style="border-top: 1px solid black;"></td> <td></td> <td></td> </tr> <tr> <td>Total current assets <b>W2</b></td> <td style="text-align: right;">174 240</td> <td style="text-align: right;"><b>(2)</b></td> <td></td> </tr> <tr> <td></td> <td style="border-top: 1px solid black;"></td> <td></td> <td></td> </tr> <tr> <td>Total assets</td> <td style="text-align: right;">612 240</td> <td style="text-align: right;"><b>(10F)</b></td> <td></td> </tr> </table>	Non-current assets <b>W1</b>	438 000	<b>(1)</b>						Current assets				Inventory <b>W3</b>	70 080	<b>(3)</b>		Trade receivables <b>W4</b>	95 040	<b>(1)</b>		Cash and cash equivalents (balancing)	9 120	<b>(10F)</b>						Total current assets <b>W2</b>	174 240	<b>(2)</b>						Total assets	612 240	<b>(10F)</b>		<b>9</b>
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<b>Question</b>	<b>Answer</b>	<b>Mark</b>
2(a)	<p><b>W1</b></p> <p><math>\\$1\,051\,200 \div 2.4</math></p> <p><b>W2</b></p> <p>Trade payables <math>(\\$642\,400 \times 45) / 365 = \\$79\,200(1)</math>  <math>\\$79\,200 \times 2.2 = 174\,240(10F)</math></p> <p><b>W3</b></p> <p>Cost of sales <math>\\$1\,051\,200 \times 60\% = \\$630\,720(1)</math>  <math>X + \\$642\,400 - 1.2X = \\$630\,720</math>  <math>X = \\$58\,400(1)</math>  <math>1.2X = \\$70\,080(1)</math></p> <p><b>W4</b></p> <p>Trade receivables <math>(\\$1\,051\,200 \times 33) / 365 = \\$95\,040(1)</math></p>	
2(b)	<p>Inventory turnover (in days)</p> <p><math>[(\\$58\,400 + \\$70\,080) \div 2 (10F)] \times 365 / \\$630\,720 = 37.18 / 38 \text{ days}(10F)</math></p> <p>Working capital cycle = 38 days + 33 days – 45 days = 26 days (10F)</p>	<b>3</b>
2(c)	<p>2020 has a higher non-current assets turnover than 2019. This suggests that 2020 is more efficient in utilising its non-current assets in generating revenue. (1)</p> <p>2020 has a shorter working capital cycle than 2019. This suggests that 2020 can generate cash from its net current assets in shorter time than 2019. (1)</p> <p>In terms of non-current assets turnover and working capital cycle, the performance in 2020 is better than 2019. (1)</p> <p><b>Accept other valid points</b></p>	<b>3</b>

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Question	Answer	Mark
2(d)	<p>An increase in current share price <b>(1)</b> – investors have confidence <b>(1)</b> as they are expecting a higher profitability in the future <b>(1)</b></p> <p>A decrease in the current earnings per share <b>(1)</b> – there is a decrease in current profit <b>(1)</b> due to increased expenses <b>(1)</b> or – there is an increase in number of ordinary shares <b>(1)</b> as the company has issued additional ordinary shares. <b>(1)</b></p> <p>Max 2 reasons × 3 marks (1 mark for identifying each reason plus up to Max 2 marks for explanation/development.)  <b>Accept other valid points</b></p>	<b>6</b>
2(e)	<p>Based on historical information <b>(1)</b>            Inflation not taken into account <b>(1)</b>            Different accounting policies <b>(1)</b>            Ratios do not explain the causation factors <b>(1)</b>            Based on the business being similar type/size <b>(1)</b></p> <p>Max 4  <b>Accept other valid points</b></p>	<b>4</b>

Question	Answer	Mark
3(a)	<p>Faster <b>(1)</b>            More accurate information <b>(1)</b>            Information updated easily <b>(1)</b>            Information easily accessible <b>(1)</b>            Reduce staff cost <b>(1)</b>            Handle complex/voluminous information easily <b>(1)</b>            Facilitate reporting <b>(1)</b>            Space saving <b>(1)</b>            Better security <b>(1)</b></p> <p>Max 4  <b>Accept other valid points.</b></p>	<b>4</b>

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Question	Answer	Mark
3(b)	$  \begin{array}{r}  \$ \\  \text{Profit 2020} \quad 21\,160 \\  \text{Profit 2019 } \$21\,160 / 1.15 \quad 18\,400 \quad \} \\  \text{Profit 2018 } \$18\,400 / 1.15 \quad 16\,000 \quad \} (1) \\  \hline  55\,560 \\  \div 3 \\  \$18\,520 \quad (1)  \end{array}  $	<b>2</b>
3(c)	<p>Profits over a prolonged period provide interested parties with a reliable base. <b>(1)</b>  Factors leading to the better profit include its reputation, loyal customers, reliable suppliers and good location, etc. <b>(1)</b></p> <p><b>Accept other valid points.</b></p>	<b>2</b>

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Question	Answer			Mark
3(d)	Adul	Basha	Carl	<b>6</b>
	\$	\$	\$	
Capital account	360 000	360 000	371 100	
Current account	22 000	(5 600)		
Increase/decrease in assets value <b>W1</b>	2 900 } <hr/>	2 900 } <b>(1)</b> <hr/>	(39 000) <b>(1)</b> <hr/>	
	384 900	357 300	332 100	
Goodwill	25 000 ] <hr/>	25 000 ] <b>(1)</b> <hr/>	18 520 <b>(1OF)</b> <hr/>	
	409 900	382 300	350 620	
Motor vehicle taken over	(44 000) <b>(1)</b>			
Goodwill written off <b>W2</b>	(27 408) <hr/>	(27 408) <hr/>	(13 704) <b>(1OF all)</b> <hr/>	
	338 492	354 892	336 916	
<b>W1</b>				
	Adul and Basha (\$580 000 + \$88 000) – (\$564 000 + \$98 200) = \$5 800 \$5 800 × 1 / 2 = \$2 900			
	Carl (\$230 000 + \$62 000 + \$35 000) – (\$265 000 + \$65 000 + \$36 000) = (\$39 000)			
<b>W2</b>				
	(\$50 000 + \$18 520 OF) × 2 / 5 = \$27 408			
	(\$50 000 + \$18 520 OF) × 1 / 5 = \$13 704			

Question	Answer	Mark
3(e)	<p>Statement of financial position after the merger</p> <p style="text-align: center;">\$</p> <p>Non-current assets</p> <p>Office equipment                    810 000 <b>(1)</b></p> <p>Motor vehicles                        106 000 <b>(1)</b></p> <hr style="width: 10%; margin-left: 20%;"/> <p style="text-align: right;">916 000</p> <p>Current assets</p> <p>Inventory                                74 000 <b>(1)</b></p> <p>Trade receivables                    118 300 <b>(1)</b></p> <p>Cash and cash equivalents        30 200 <b>(1)</b></p> <hr style="width: 10%; margin-left: 20%;"/> <p style="text-align: right;">222 500</p> <hr style="width: 10%; margin-left: 20%;"/> <p>Total assets                            1 138 500 <b>(10F)</b></p>	<b>6</b>

Question	Answer	Mark
3(f)	<p>Financial factors <b>(Max 2)</b>            Return on capital employed of Adul and Basha 8.69% <b>(1)</b> (\$64 000 / \$736 400) is higher than that of Carl's 5.7%(\$21 160 / \$371 100) <b>(1)</b>            Adul and Basha partnership has a better profitability than Carl's business. <b>(1)</b></p> <p>Non-financial factors <b>(Max 2)</b>            Pooling of expertise            Synergy effect            Loss and risk are shared</p> <p>However            Cannot make own decision            Profit has to be shared            May have conflict among partners</p> <p>2 marks for financial factors and 2 marks for non-financial factors. 1 mark for decision.</p> <p><b>Accept other valid points</b></p>	<b>5</b>

Question	Answer	Mark
4(a)	<p>Joint venture is formed for a specific project or business activity <b>(1)</b>            Consists of two or more persons <b>(1)</b>            Joint venture is of temporary nature <b>(1)</b>            Joint venture is dissolved automatically when the project/business activity is finished. <b>(1)</b>            Share profits / losses. <b>(1)</b></p> <p><b>Max 3</b>  <b>Accept other valid points.</b></p>	<b>3</b>

Question	Answer				Mark
4(b)(i)	Joint venture account <hr/> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">\$</div> <div style="text-align: center;">\$</div> </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Purchases            46 000   <b>(1)</b></p> <p>Cash register        2 600   <b>(1)</b></p> <p>Transportation       3 430   <b>}</b></p> <p>Assistants' wages    8 170   <b>}(1)</b></p> <p>Rent of stall           12 000   <b>}</b></p> <p>Packaging             4 700   <b>}(1)</b></p> <p>Profit shared:</p> <p>Tan                     11 800   <b>(1OF both)</b></p> <p>Wang                    11 800</p> <hr style="width: 50%; margin-left: auto; margin-right: 0;"/> <p style="text-align: right;">100 500</p> </div> <div style="width: 45%;"> <p>Sales                   95 400   <b>(1)</b></p> <p>Register taken over   2 000   <b>}</b></p> <p>Inventory taken over   3 100   <b>}(1)</b></p> </div> </div> <hr style="width: 50%; margin-left: auto; margin-right: 0;"/> <p style="text-align: right;">100 500</p>				7

Question	Answer				Mark																																				
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4(c)	<p>Benefits to Tan (consignor)</p> <ul style="list-style-type: none"> <li>• Explore a new market in the city <b>(1)</b> with long term prospect <b>(1)</b></li> <li>• Less risk <b>(1)</b> as Wang has the local knowledge in the city <b>(1)</b></li> <li>• She takes all the profits <b>(1)</b> after paying commission to Wang <b>(1)</b></li> <li>• Less set up costs <b>(1)</b> as she need not establish a branch in the city <b>(1)</b></li> </ul> <p>Benefits to Wang (consignee)</p> <ul style="list-style-type: none"> <li>• He must gain <b>(1)</b> as he receives commission from sales of goods <b>(1)</b></li> <li>• He has no risk <b>(1)</b> as he is not responsible for the loss from trading <b>(1)</b></li> <li>• He can build a good relationship with Tan <b>(1)</b> and may form a partnership with Tan in the long term <b>(1)</b></li> <li>• He is not required to bear any cost <b>(1)</b> as all costs incurred will be reimbursed by Tan. <b>(1)</b></li> </ul> <p>1 mark for each valid point plus one further mark for development.</p> <p>Max 2 advantages to each × 2 marks (1 mark for identifying plus 1 mark for development.)</p> <p><b>Accept other valid points</b></p>	<b>8</b>																																			

Question	Answer	Mark																				
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5(b)	<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;"></th> <th style="width: 15%; text-align: center;">July</th> <th style="width: 15%; text-align: center;">August</th> <th style="width: 10%;"></th> </tr> </thead> <tbody> <tr> <td>Closing inventory</td> <td style="text-align: center;">300</td> <td style="text-align: center;">200</td> <td><b>(1 for both)</b></td> </tr> <tr> <td>Sales</td> <td style="text-align: center;">1240</td> <td style="text-align: center;">1500</td> <td><b>(1 for both)</b></td> </tr> <tr> <td>Opening inventory</td> <td style="text-align: center;">(240)</td> <td style="text-align: center;">(300)</td> <td><b>(1 for both)</b></td> </tr> <tr> <td>Budgeted production in unit</td> <td style="text-align: center; border-top: 1px solid black;">1300</td> <td style="text-align: center; border-top: 1px solid black;">1400</td> <td><b>(1 for both)</b></td> </tr> </tbody> </table>		July	August		Closing inventory	300	200	<b>(1 for both)</b>	Sales	1240	1500	<b>(1 for both)</b>	Opening inventory	(240)	(300)	<b>(1 for both)</b>	Budgeted production in unit	1300	1400	<b>(1 for both)</b>	<b>4</b>
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Question	Answer				Mark
5(c)	July		August		<b>11</b>
	\$		\$		
	Receipts				
	Sales of current month	39 680	48 000	$\$198\,400 \times 20\% / \$240\,000 \times 20\%$	
	Sales of previous month	171 200	158 720	$\$214\,000 \times 80\% / \$198\,400 \times 80\%$	
		210 880	206 720		
		<b>(1)</b>	<b>(1)</b>		
	Payments				
	Payment to suppliers	114 660	<b>(10F)</b> 123 480	$1300 \times \$90 \times 98\% / 1400 \times \$90 \times 98\%$	
	Direct wages	52 000	<b>(10F for both)</b> 56 000	$1300 \times \$40 / 1400 \times \$40$	
	Bonus	1 400	<b>(1)</b>	$(\$214\,000 - \$200\,000) \times 10\%$	
	Fixed overhead				
	Previous month	24 000	<b>(1)</b> 25 200	$\$60\,000 \times 40\% / \$60\,000 \times 105\% \times 40\%$	
	Current month	37 800	<b>(1 for both)</b> 37 800	$\$60\,000 \times 105\% \times 60\%$	
	Machine		40 000	<b>(1)</b>	
		229 860	282 480		
	Opening balance	80 600	61 620		
	Net flow	(18 980)	(75 760)		
	Closing balance	61 620	(14 140)	<b>(10F for both)</b>	

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<b>Question</b>	<b>Answer</b>	<b>Mark</b>						
5(d)	<p style="text-align: center;">\$</p> <table style="margin-left: auto; margin-right: auto;"> <tr> <td style="padding-right: 20px;">Cash deficit</td> <td style="text-align: right;">14 140 (10F)</td> </tr> <tr> <td style="padding-right: 20px;">Required balance</td> <td style="text-align: right;">24 500 (1)</td> </tr> <tr> <td></td> <td style="text-align: right; border-top: 1px solid black;">38 640 (10F)</td> </tr> </table> <p style="margin-top: 20px;">\$38 640 / 96% = \$40 250 (10F)</p>	Cash deficit	14 140 (10F)	Required balance	24 500 (1)		38 640 (10F)	<b>4</b>
Cash deficit	14 140 (10F)							
Required balance	24 500 (1)							
	38 640 (10F)							
5(e)	<p>Delay the purchase of machinery to a later month <b>(1)</b> when more funds are available <b>(1)</b>  Ask for a loan <b>(1)</b>, e.g. bank loan or overdraft <b>(1)</b>  Ask for longer payment period or payments in smaller amounts <b>(1)</b>, i.e. instalment/on credit for purchase of machinery/materials <b>(1)</b>  Improved credit control <b>(1)</b> by asking prompt payments from trade receivables <b>(1)</b>  Issue shares <b>(1)</b> as non-current assets should be financed by long-term funds <b>(1)</b>  Increase selling price <b>(1)</b> if demand permits <b>(1)</b></p> <p>Max 2 × 2 marks (1 mark for identifying plus 1 mark for development.)</p> <p><b>Accept other valid points</b></p>	<b>4</b>						

Question	Answer					Mark
6(a)(i)		Inflows	Outflows	Depreciation	Profit	<b>5</b>
		\$	\$	\$	\$	
	Year 1	100 000	36 000	55 000	9 000	
	Year 2	132 000	50 000	55 000	27 000	
	Year 3	160 000	68 000	55 000	37 000	
	Year 4	92 000	50 000	55 000	(13 000)	
		<u>484 000</u>	<u>204 000</u>	<u>220 000</u>	<u>60 000</u>	
				<b>(1)</b>	<b>(1)</b>	
	Average profit \$60 000 / 4 = \$15 000 <b>(1)</b>					
	Average investment \$220 000 / 2 = \$110 000 <b>(1)</b>					
	ARR = \$15 000 / \$110 000 = 13.64% <b>(1)</b>					
6(a)(ii)		Inflows	Outflows	Net	NPV	<b>3</b>
		\$	\$	\$	8%	
	Year 0		(220 000)	(220 000)	1	(220 000) <b>(1)</b>
	Year 1	100 000	36 000	64 000	0.926	59 264 } }
	Year 2	132 000	50 000	82 000	0.857	70 274 } }
	Year 3	160 000	68 000	92 000	0.794	73 048 } }
	Year 4	92 000	50 000	42 000	0.735	30 870 } } <b>(1)</b>
						<u>13 456</u> <b>(10F)</b>

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Question	Answer	Mark
6(a)(iii)	NPV at 12% \$ Year 0      (220 000) Year 1      57 152 Year 2      65 354 Year 3      65 504 Year 4      26 712 (5 278) <b>(1)</b> <hr style="width: 10%; margin-left: 10%;"/> IRR = 8% + 4% <b>(1)</b> [ $\$13\,456 / (\$13\,456 + \$5\,278)$ <b>(1)</b> ] = 10.87% <b>(1OF)</b>	<b>4</b>
6(b)	Positive NPV <b>(1)</b> IRR is higher than the cost of capital <b>(1)</b> ARR is higher than the cost of capital <b>(1)</b> The machine should be bought <b>(1)</b> <b>1 mark for decision + Max 2 for comments</b>	<b>3</b>
6(c)	It considers the time value of money <b>(1)</b> It considers all cash inflows and outflows over the investment's life time <b>(1)</b> Cashflows are more objective than accounting profits <b>(1)</b> <b>Accept other valid points.</b>	<b>3</b>
6(d)	The revised NPV is negative \$5 728 <b>(1)</b> so the new machine should not be bought. <b>(1)</b> <b>Accept other valid points.</b>	<b>2</b>

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Question	Answer				Mark
6(e)		12%	NPV		<b>5</b>
	\$		\$		
	Original NPV		( 5 278)	<b>(1OF)</b>	
	Advertisement	(20 000)	0.893	(17 860)	<b>(1)</b>
	Revenue - Year 2	24 000	0.797	19 128	<b>(1)</b>
	Revenue - Year 3	5 632	0.712	4010	<b>(1OF)</b>
		<b>(1OF)</b>	<hr style="width: 50px; margin: 0 auto;"/>	0	
	Minimum increase in sales revenue of \$5 632 in year 3 will achieve a just positive NPV				