



Mark Scheme

November 2018

FINAL

Pearson LCCI
Certificate in Financial Accounting
(ASE20097)

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General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.
- Where marks are awarded for own figure answers, these marks can only be awarded if evidence of how the candidate arrived at their values has been provided (their workings).
- If candidate's fail to provide their workings when instructed in the paper, it may not be possible to achieve all marks associated with the question, even if the final answer is correct.
- For calculation questions full marks can be awarded where correct answer is seen with no workings shown, unless question states that candidate must provide workings.

Abbreviation

of Own Figure rule

Accuracy marks can be awarded where the candidates' answer does not match the mark scheme, though is accurate based on their valid method.

cao Correct Answer Only rule

Accuracy marks will only be awarded if the candidates' answer is correct, and in line with the mark scheme.

Question Number	Answer AO1(2)	Mark
1(a)	Award 1 mark for each correct answer. Maximum 2 marks. <ul style="list-style-type: none"> • Principle (1) • Commission (1) • Original entry (1) • Omission (1) • Complete reversal (1) 	(2)

Question Number	Answer AO1(2)	Mark
1(b)	Award 1 mark for each correct answer. Maximum 2 marks. <ul style="list-style-type: none"> • Single entry (1) • Arithmetical error (1) 	(2)

Question Number	Answer A02 (16)	Mark																																																																														
1(c)	<p>Award marks as indicated against correct labels</p> <p>Tina Extended trial balance extract at 30 June 2018</p> <table border="1"> <thead> <tr> <th rowspan="2"></th> <th rowspan="2">Balance</th> <th colspan="2">Adjustments</th> </tr> <tr> <th>Debit</th> <th>Credit</th> </tr> <tr> <th></th> <th>\$</th> <th>\$</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>Allowance for doubtful debts</td> <td>5 700</td> <td></td> <td>2 300 (1)</td> </tr> <tr> <td>Bank</td> <td>3 975</td> <td></td> <td>900 (1)</td> </tr> <tr> <td>Drawings</td> <td>12 500</td> <td>6 000 (1)</td> <td></td> </tr> <tr> <td>Heating and lighting</td> <td>4 750</td> <td></td> <td></td> </tr> <tr> <td>Irrecoverable debts</td> <td>450</td> <td>750 (1)</td> <td></td> </tr> <tr> <td>Motor vehicle expenses</td> <td>16 250</td> <td></td> <td>600 (1)</td> </tr> <tr> <td>Purchases</td> <td>230 450</td> <td></td> <td>6 000 (1)</td> </tr> <tr> <td>Rental income</td> <td>13 750</td> <td>375 (1)</td> <td></td> </tr> <tr> <td>Revenue</td> <td>390 750</td> <td></td> <td></td> </tr> <tr> <td>Trade payables</td> <td>75 000</td> <td></td> <td></td> </tr> <tr> <td>Trade receivables</td> <td>85 750</td> <td></td> <td>750 (1)</td> </tr> <tr> <td>Allowance for doubtful debts adjustment</td> <td></td> <td>2 300 (1)</td> <td></td> </tr> <tr> <td>Closing inventory- statement of financial position</td> <td></td> <td>78 500 (2/1of)</td> <td></td> </tr> <tr> <td>Closing inventory- statement of profit or loss</td> <td></td> <td></td> <td>78 500 (2/1of)</td> </tr> <tr> <td>Other payables</td> <td></td> <td></td> <td>375 (1)</td> </tr> <tr> <td>Other receivables</td> <td></td> <td>600 (1)</td> <td></td> </tr> <tr> <td>Suspense</td> <td></td> <td>900 (1)</td> <td></td> </tr> </tbody> </table>		Balance	Adjustments		Debit	Credit		\$	\$	\$	Allowance for doubtful debts	5 700		2 300 (1)	Bank	3 975		900 (1)	Drawings	12 500	6 000 (1)		Heating and lighting	4 750			Irrecoverable debts	450	750 (1)		Motor vehicle expenses	16 250		600 (1)	Purchases	230 450		6 000 (1)	Rental income	13 750	375 (1)		Revenue	390 750			Trade payables	75 000			Trade receivables	85 750		750 (1)	Allowance for doubtful debts adjustment		2 300 (1)		Closing inventory- statement of financial position		78 500 (2/1of)		Closing inventory- statement of profit or loss			78 500 (2/1of)	Other payables			375 (1)	Other receivables		600 (1)		Suspense		900 (1)		(16)
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Total for Question 1 = 20 marks

Question Number	Answer AO1(2)	Mark
2(a)	Award 1 mark for each correct answer. Maximum 2 marks. <ul style="list-style-type: none"> • Accruals (1) • Consistency (1) • Prudence (1) 	(2)

Question Number	Answer AO2(2)	Mark
2(b)	Award 1 mark for each correct figure against correct label as indicated	(2)

An extract from the non-current assets register

Description	Year ended 30 June	Acquisition date	Cost \$	Depreciation charge \$	Carrying amount \$	Disposal proceeds \$
Machine A	2016	1 September 2015	80 000	12 000	68 000	
	2017			10 200	57 800	
	2018					56 815 (1)
Machine B	2018	31 March 2018	90 000	13 500 (1)	76 500	

Question Number	Answer AO2 (5)	Mark																																				
2(c) (i)	Award 1 mark for each correct figure as indicated. Award 1 mark for all correct labels and dates. <p style="text-align: center;">Machinery Cost Account</p> <table border="1" style="width: 100%;"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>1 July 2017</td> <td>Balance b/d</td> <td>80 000</td> <td>31 March 2018</td> <td>Disposal</td> <td>80 000 (1)</td> </tr> <tr> <td>31 March 2018</td> <td>Disposal</td> <td>56 815 (1)</td> <td>30 June 2018</td> <td>Balance b/d</td> <td>90 000</td> </tr> <tr> <td>31 March 2018</td> <td>Capital/ equity</td> <td>33 185 (1)</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td>170 000</td> <td></td> <td></td> <td>170 000</td> </tr> <tr> <td>1 July 2018</td> <td>Balance b/d</td> <td>90 000 (1)</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Date	Details	\$	Date	Details	\$	1 July 2017	Balance b/d	80 000	31 March 2018	Disposal	80 000 (1)	31 March 2018	Disposal	56 815 (1)	30 June 2018	Balance b/d	90 000	31 March 2018	Capital/ equity	33 185 (1)						170 000			170 000	1 July 2018	Balance b/d	90 000 (1)				(5)
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Question Number	Answer AO3(2)	Mark
2(d)	<p>Award 1 mark for identifying the point and 1 marks for linked justification /reasoning.</p> <p>The going concern concept assumes the business will continue for foreseeable future (1) so the non-current assets are recorded at cost but not at market price (1).</p> <p>Accept any other appropriate response.</p>	(2)

Question Number	Answer AO1(2)	Mark
2(e)	<p>An increase (1) in the asset turnover (1) ratio indicates that the revenue generated using total assets has improved.</p>	(2)

Total for Question 2 = 18 marks

Question Number	Answer AO1(4)	Mark									
3(a)	<p>Award 1 mark for each correct answer.</p> <table border="1"> <thead> <tr> <th>Transaction</th> <th>Account to be debited</th> <th>Account to be credited</th> </tr> </thead> <tbody> <tr> <td>Interest on drawings</td> <td>Current (1)</td> <td>Appropriation (1)</td> </tr> <tr> <td>Interest on capital</td> <td>Appropriation (1)</td> <td>Current (1)</td> </tr> </tbody> </table>	Transaction	Account to be debited	Account to be credited	Interest on drawings	Current (1)	Appropriation (1)	Interest on capital	Appropriation (1)	Current (1)	(4)
Transaction	Account to be debited	Account to be credited									
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Interest on capital	Appropriation (1)	Current (1)									

Question Number	Answer AO2 (5)	Mark																												
3(b) (i)	<p>Award 1 mark as indicated.</p> <table border="1"> <thead> <tr> <th></th> <th></th> <th>Profit or (loss) \$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Non-current assets</td> <td>Dr 260 000 Cr 42 500 11 500 250 000</td> <td>44 000</td> <td>(1)</td> </tr> <tr> <td>Inventory</td> <td>Dr 24 750 Cr 21 500</td> <td>(3 250)</td> <td>(1)</td> </tr> <tr> <td>Trade receivables</td> <td>Dr 2500</td> <td>(2 500)</td> <td>(1)</td> </tr> <tr> <td>Trade payables</td> <td>Cr 2000</td> <td>2 000</td> <td>(1)</td> </tr> <tr> <td>Dissolution costs</td> <td>Dr 1250</td> <td>(1 250)</td> <td></td> </tr> <tr> <td>Total profit</td> <td></td> <td>39 000</td> <td>(1of)</td> </tr> </tbody> </table>			Profit or (loss) \$		Non-current assets	Dr 260 000 Cr 42 500 11 500 250 000	44 000	(1)	Inventory	Dr 24 750 Cr 21 500	(3 250)	(1)	Trade receivables	Dr 2500	(2 500)	(1)	Trade payables	Cr 2000	2 000	(1)	Dissolution costs	Dr 1250	(1 250)		Total profit		39 000	(1of)	(5)
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Total profit		39 000	(1of)																											

Additional guidance

No specific layout is required
Correct answer only scores 5 marks.

Question Number	Answer AO2 (1)	Mark
3(b) (ii)	<p>Award 1 mark as indicated.</p> <p>\$19 500 (1of from b(i))</p>	(1)

Additional guidance

No specific layout is required
Correct answer only scores 1 mark.

Question Number	Answer AO2 (5)	Mark																														
3(c)	<p>Award 1 mark for each correct figure as indicated. Award 1 mark for all correct labels and dates.</p> <p style="text-align: center;">Capital Account - Ming</p> <table border="1"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>30 June 2018</td> <td>Current</td> <td>7 500 (1)</td> <td>30 June 2018</td> <td>Balance b/d</td> <td>75 000</td> </tr> <tr> <td></td> <td>Realisation</td> <td>11 500 (1)</td> <td></td> <td>Realisation</td> <td>19 500 (1of from b(ii))</td> </tr> <tr> <td></td> <td>Bank(cash book)</td> <td>75 500 (1of)</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td>94 500</td> <td></td> <td></td> <td>94 500</td> </tr> </tbody> </table>	Date	Details	\$	Date	Details	\$	30 June 2018	Current	7 500 (1)	30 June 2018	Balance b/d	75 000		Realisation	11 500 (1)		Realisation	19 500 (1of from b(ii))		Bank(cash book)	75 500 (1of)						94 500			94 500	(5)
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		94 500			94 500																											

Question Number	Answer AO2 (3)	Mark
3(d)	<p>Award marks as indicated.</p> <p style="text-align: center;">\$ 75 000 10 500 19 500 (1of) <u>(42 500)</u> (1) <u>62 500</u> (1of)</p>	(3)
<p>Additional guidance No specific layout is required Correct answer only scores 3 marks.</p>		

Question Number	Answer AO3(2)	Mark
3(e)	<p>Award 1 mark for identifying the point and 1 mark for linked justification /reasoning.</p> <p>Goodwill is not maintained as it is not purchased (1) so it is not possible to value it correctly (1).</p> <p>Accept any other appropriate responses.</p>	(2)

Total for Question 3 = 20 marks

Question Number	Answer AO2(6)	Mark																
4(a)	<p>Award marks for correct figures with understandable labels as indicated.</p> <p style="text-align: center;">Yoeel Ltd</p> <p style="text-align: center;">Reconciliation of profit for the year to net cash from operating activities for the year ended 31 March 2018</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 80%;"></th> <th style="width: 20%; text-align: right;">\$</th> </tr> </thead> <tbody> <tr> <td>Profit for the year</td> <td style="text-align: right;">66 720</td> </tr> <tr> <td>Depreciation</td> <td style="text-align: right;">49 920 (1)</td> </tr> <tr> <td>Profit on disposal</td> <td style="text-align: right;">(600) (1)</td> </tr> <tr> <td>Increase in inventory</td> <td style="text-align: right;">(15 000) (1)</td> </tr> <tr> <td>Increase in trade receivables</td> <td style="text-align: right;">(14 350) (1)</td> </tr> <tr> <td>Increase in trade payables</td> <td style="text-align: right;">4 950 (1)</td> </tr> <tr> <td>Net cash from operating activities</td> <td style="text-align: right;">91 640 (1of)</td> </tr> </tbody> </table>		\$	Profit for the year	66 720	Depreciation	49 920 (1)	Profit on disposal	(600) (1)	Increase in inventory	(15 000) (1)	Increase in trade receivables	(14 350) (1)	Increase in trade payables	4 950 (1)	Net cash from operating activities	91 640 (1of)	(6)
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Question Number	Answer AO2 (10)	Mark																																																
4(b)	<p>Award marks for correct figures with understandable labels as indicated.</p> <table border="1" data-bbox="320 376 1310 1485"> <thead> <tr> <th colspan="3" data-bbox="320 376 1310 499" style="text-align: center;">Yoeel Ltd Statement of cash flows for the year ended 31 March 2018</th> </tr> <tr> <th data-bbox="320 499 770 533"></th> <th data-bbox="770 499 1066 533" style="text-align: center;">\$</th> <th data-bbox="1066 499 1310 533" style="text-align: center;">\$</th> </tr> </thead> <tbody> <tr> <td data-bbox="320 533 770 607">Net cash from operating activities</td> <td data-bbox="770 533 1066 607"></td> <td data-bbox="1066 533 1310 607" style="text-align: right;">91 640</td> </tr> <tr> <td data-bbox="320 607 770 640">Investing activities</td> <td data-bbox="770 607 1066 640"></td> <td data-bbox="1066 607 1310 640"></td> </tr> <tr> <td data-bbox="320 640 770 714">Acquisition of machinery</td> <td data-bbox="770 640 1066 714" style="text-align: right;">(110 000) (1)</td> <td data-bbox="1066 640 1310 714"></td> </tr> <tr> <td data-bbox="320 714 770 788">Disposal proceeds of machinery</td> <td data-bbox="770 714 1066 788" style="text-align: right;">7 000 (1)</td> <td data-bbox="1066 714 1310 788"></td> </tr> <tr> <td data-bbox="320 788 770 862">Dividend received</td> <td data-bbox="770 788 1066 862" style="text-align: right;">15 000 (1)</td> <td data-bbox="1066 788 1310 862"></td> </tr> <tr> <td data-bbox="320 862 770 936">Net cash used in investing activities</td> <td data-bbox="770 862 1066 936"></td> <td data-bbox="1066 862 1310 936" style="text-align: right;">(88 000) (1of)</td> </tr> <tr> <td data-bbox="320 936 770 969">Financing activities</td> <td data-bbox="770 936 1066 969"></td> <td data-bbox="1066 936 1310 969"></td> </tr> <tr> <td data-bbox="320 969 770 1043">Issue of shares</td> <td data-bbox="770 969 1066 1043" style="text-align: right;">110 000 (1)</td> <td data-bbox="1066 969 1310 1043"></td> </tr> <tr> <td data-bbox="320 1043 770 1117">Bank loan paid</td> <td data-bbox="770 1043 1066 1117" style="text-align: right;">(100 000) (1)</td> <td data-bbox="1066 1043 1310 1117"></td> </tr> <tr> <td data-bbox="320 1117 770 1191">Dividend paid</td> <td data-bbox="770 1117 1066 1191" style="text-align: right;">(20 000) (1)</td> <td data-bbox="1066 1117 1310 1191"></td> </tr> <tr> <td data-bbox="320 1191 770 1265">Net cash from financing activities</td> <td data-bbox="770 1191 1066 1265"></td> <td data-bbox="1066 1191 1310 1265" style="text-align: right;">(10 000) (1of)</td> </tr> <tr> <td data-bbox="320 1265 770 1339">Net decrease in cash and cash equivalents</td> <td data-bbox="770 1265 1066 1339"></td> <td data-bbox="1066 1265 1310 1339" style="text-align: right;">(6 360) (1of)</td> </tr> <tr> <td data-bbox="320 1339 770 1413">Cash and cash equivalents at the beginning of the year</td> <td data-bbox="770 1339 1066 1413"></td> <td data-bbox="1066 1339 1310 1413" style="text-align: right;">(2 270)*</td> </tr> <tr> <td data-bbox="320 1413 770 1487">Cash and cash equivalents at the end of the year</td> <td data-bbox="770 1413 1066 1487"></td> <td data-bbox="1066 1413 1310 1487" style="text-align: right;">(8 630)* (1 for both)</td> </tr> </tbody> </table>	Yoeel Ltd Statement of cash flows for the year ended 31 March 2018				\$	\$	Net cash from operating activities		91 640	Investing activities			Acquisition of machinery	(110 000) (1)		Disposal proceeds of machinery	7 000 (1)		Dividend received	15 000 (1)		Net cash used in investing activities		(88 000) (1of)	Financing activities			Issue of shares	110 000 (1)		Bank loan paid	(100 000) (1)		Dividend paid	(20 000) (1)		Net cash from financing activities		(10 000) (1of)	Net decrease in cash and cash equivalents		(6 360) (1of)	Cash and cash equivalents at the beginning of the year		(2 270)*	Cash and cash equivalents at the end of the year		(8 630)* (1 for both)	(10)
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Question Number	Answer AO3 (4) AO5 (1)	Mark
4(c)	<p>Award 1 mark for each correctly identified point up to a maximum of 4 marks.</p> <p>Award 1 mark for supported decision.</p> <ul style="list-style-type: none"> • Private limited companies need only one director which helps faster decision making whereas public limited companies need a minimum two directors (1). • Private limited companies do not need any minimum authorised capital so are easier to set up whereas public limited companies need a minimum authorised capital (1). • Private limited company shares are sold among family and friends whereas public limited shares are traded on stock exchanges so provides flexibility to sell and get money back easily (1). • Private limited companies do not have to follow the strict rules of stock exchange as required by public limited companies due to their shares traded on stock exchange (1). • Private limited company shareholders can control the company as the shares are held among family and friends whereas in public limited company the shares are open to the public hence can lead to a loss of control (1). <p>Any supported decision (1).</p> <p>Accept any other appropriate responses.</p>	(5)

Total for Question 4 = 21 marks

Question Number	Answer AO2(1)	Mark
5(a)(i)	Award marks as indicated. 660 000 (1)	(1)

Question Number	Answer AO2(1)	Mark
5(a)(ii)	Award marks as indicated. 675 000 (1)	(1)

Question Number	Answer AO2(1)	Mark
5(a)(iii)	Award marks as indicated. 825 000 (1)	(1)

Question Number	Answer AO2(13)	Mark																																																																																																				
5(b)	<p>Award marks as indicated with understandable labels.</p> <table border="1"> <thead> <tr> <th colspan="4" style="text-align: center;">Gerry</th> </tr> <tr> <th colspan="4" style="text-align: center;">Statement of financial position at 31 March 2018</th> </tr> <tr> <th style="text-align: left;">Assets</th> <th style="text-align: center;">\$</th> <th style="text-align: center;">\$</th> <th></th> </tr> </thead> <tbody> <tr> <td colspan="4">Non- Current Assets</td> </tr> <tr> <td>Property, plant and equipment</td> <td></td> <td style="text-align: right;">350 000 (1)</td> <td></td> </tr> <tr> <td colspan="4">Current Assets</td> </tr> <tr> <td>Inventory</td> <td style="text-align: right;">90 000 (1)</td> <td></td> <td></td> </tr> <tr> <td>Trade receivables</td> <td style="text-align: right;">68 750 (1of)</td> <td></td> <td>Based on a(iii)</td> </tr> <tr> <td>Cash and cash equivalent</td> <td style="text-align: right;">2 000 (1of)</td> <td></td> <td>Balancing figure</td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">160 750 (1of)</td> <td>Based on current liabilities</td> </tr> <tr> <td>Total assets</td> <td></td> <td style="text-align: right;">510 750</td> <td></td> </tr> <tr> <td colspan="4">Equity and liabilities</td> </tr> <tr> <td colspan="4">Equity</td> </tr> <tr> <td>Equity</td> <td style="text-align: right;">95 000 (1)</td> <td></td> <td></td> </tr> <tr> <td>Profit for the year</td> <td style="text-align: right;">123 750 (1of)</td> <td></td> <td>Based on a(iii)</td> </tr> <tr> <td>Drawings</td> <td style="text-align: right;">(38 375) (1)</td> <td></td> <td></td> </tr> <tr> <td>Total equity</td> <td></td> <td style="text-align: right;">180 375 (1of)</td> <td></td> </tr> <tr> <td colspan="4">Non - current liabilities</td> </tr> <tr> <td>Bank loan</td> <td></td> <td style="text-align: right;">250 000 (1)</td> <td></td> </tr> <tr> <td colspan="4">Current liabilities</td> </tr> <tr> <td>Trade payables</td> <td></td> <td style="text-align: right;">75 000 (1of)</td> <td>Based on a(ii)</td> </tr> <tr> <td>Bank overdraft</td> <td></td> <td style="text-align: right;">5 375 (1)</td> <td></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">80 375</td> <td></td> </tr> <tr> <td>Total liabilities</td> <td></td> <td style="text-align: right;">330 375</td> <td></td> </tr> <tr> <td>Total equity and liabilities</td> <td></td> <td style="text-align: right;">510 750 (1of)</td> <td>Must be equal to total assets</td> </tr> </tbody> </table>	Gerry				Statement of financial position at 31 March 2018				Assets	\$	\$		Non- Current Assets				Property, plant and equipment		350 000 (1)		Current Assets				Inventory	90 000 (1)			Trade receivables	68 750 (1of)		Based on a(iii)	Cash and cash equivalent	2 000 (1of)		Balancing figure			160 750 (1of)	Based on current liabilities	Total assets		510 750		Equity and liabilities				Equity				Equity	95 000 (1)			Profit for the year	123 750 (1of)		Based on a(iii)	Drawings	(38 375) (1)			Total equity		180 375 (1of)		Non - current liabilities				Bank loan		250 000 (1)		Current liabilities				Trade payables		75 000 (1of)	Based on a(ii)	Bank overdraft		5 375 (1)				80 375		Total liabilities		330 375		Total equity and liabilities		510 750 (1of)	Must be equal to total assets	(13)
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Question Number	Answer AO4(4) and AO5(1)	Mark
5(c)	<p>Award max 1 mark for analysis of each ratio. Award 1 mark for evaluation. Evaluation mark can only be awarded if at least two ratios analysed.</p> <p>Gross profit percentage/margin of Kerry's business is better, compared to Terry's business, indicating Kerry is charging a higher selling price in proportion to cost of sales (1).</p> <p>Profit for the year to revenue percentage/margin of Kerry's business is better when compared to Terry's business due to higher gross profit margin as both businesses have the same percentages of the operating expenses (1).</p> <p>Trade receivables collection period of Kerry's business is better than Terry's business, indicating better credit control system/improved cash flow (1).</p> <p>Trade payables payment period of Kerry's business is quicker than Terry's business, indicating better cash flow position as can pay quicker than Terry's business/better relationship with suppliers for future supplies (1).</p> <p>Any supported evaluation (1)</p>	(5)
<p>Additional guidance Award marks if the candidate has compared Terry's business with Kerry's business.</p>		

Total for Question 5 = 21 marks

TOTAL FOR PAPER = 100 MARKS