## 2012 Accounting and Finance

## Standard Grade Credit - Solutions

## Finalised Marking Instructions

## © Scottish Qualifications Authority 2012

The information in this publication may be reproduced to support SQA qualifications only on a non-commercial basis. If it is to be used for any other purposes written permission must be obtained from SQA's NQ Delivery: Exam Operations.

Where the publication includes materials from sources other than SQA (secondary copyright), this material should only be reproduced for the purposes of examination or assessment. If it needs to be reproduced for any other purpose it is the centre's responsibility to obtain the necessary copyright clearance. SQA's NQ Delivery: Exam Operations may be able to direct you to the secondary sources.

These Marking Instructions have been prepared by Examination Teams for use by SQA Appointed Markers when marking External Course Assessments. This publication must not be reproduced for commercial or trade purposes.

1. (a) Using the information below, make the necessary entries in the ledger of Fraser Forbes.

Ledger Balances at 1 April 2012

| Bank | $£ 3,500$ |
| :--- | ---: |
| Sales | $£ 8,450$ |
| Debtor - D Allan | $£ 420$ |
| Stock | $£ 1,275$ |

April $8 \quad$ S Hardies purchased goods on credit costing £270 plus VAT.
April 12 Goods worth $£ 305$ were taken from the business by Fraser Forbes for his own use.

April 15 D Allan has been declared bankrupt and can only pay 45 p in the £. This amount was received by cheque and the remainder is to be written off.

April 21 S Hardie returned goods worth $£ 50$ plus VAT as they were damaged.

BANK ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $1 / 4 / 12$ | Balance | $(1) 3,500$ | 00 |  |  | 3,500 | 00 |
| $15 / 4 / 12$ | D Allan | $(1) 189$ | 00 |  |  | 3,689 | 00 |

## SALES ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\boldsymbol{£}$ | $\mathbf{p}$ | $\boldsymbol{£}$ | $\mathbf{p}$ | $\boldsymbol{£}$ | $\mathbf{p}$ |
| $1 / 4 / 12$ | Balance |  |  | $(1) 8,450$ | 00 | 8,450 | 00 |
| $8 / 4 / 12$ | S Hardie |  |  | $(1) 270$ | 00 | 8,720 | 00 |

## D ALLAN ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | ---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\boldsymbol{£}$ | $\mathbf{p}$ | $\boldsymbol{£}$ | $\mathbf{p}$ |
| $1 / 4 / 12$ | Balance | $\mathbf{( 1 )} 420$ | 00 |  |  | 420 | 00 |
| $15 / 4 / 12$ | Bank |  |  | $\mathbf{( 2 )} 189$ | 00 | 231 | 00 |
| $15 / 4 / 12$ | Bad Debts |  |  | $(1) 231$ | 00 | 0 | 00 |

## STOCK ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $1 / 4 / 12$ | Balance | $(1) 1,275$ | 00 |  |  | 1,275 | 00 |
| $12 / 4 / 12$ | Drawings |  |  | $(1) 305$ | 00 | 970 | 00 |

1. (a) (continued)

## S HARDIE ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\boldsymbol{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $8 / 4 / 12$ | Sales \& VAT | $(2) 324$ | 00 |  |  | 324 | 00 |
| $21 / 4 / 12$ |  <br> VAT |  |  | $(2) 60$ | 00 | 264 | 00 |


| VAT ACCOUNT |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date | Details | DR |  | CR |  | Balance |  |
|  |  | £ | p | £ | p | £ | p |
| 8/4/12 | S Hardie |  |  | (1) 54 | 00 | 54 | 00 |
| 21/4/12 | S Hardie | (1) 10 | 00 |  |  | 44 | 00 |

DRAWINGS ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $12 / 4 / 12$ | Purchases | $(1) 305$ | 00 |  |  | 305 |  |

IF NOT IN STOCK A/C
PURCHASES ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $12 / 4 / 12$ | Drawings |  |  | $(1) 305$ | 00 | 970 |  |

## BAD DEBTS ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $15 / 4 / 12$ | D Allan | $(1) 231$ | 00 |  |  | 231 | 00 |

## SALES RETURNS ACCOUNT

| Date | Details | DR |  | CR |  | Balance |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ | $\mathbf{£}$ | $\mathbf{p}$ |
| $21 / 4 / 12$ | S Hardie | $(1) 50$ | 00 |  |  | 50 |  |

1. (continued)
(b) "A Trial Balance has limited use as a checking device."

Explain this statement and outline 2 examples which support your explanation.

A trial balance checks the arithmetic accuracy (1) of the ledger (accounts) (1)

It shows that for every debit transaction there is a corresponding credit transaction (2)

A number of errors can still arise (1) even though the trial balance agrees (1)

## Examples:

Errors of principle - description/example (2)
Errors of omission - description/example (2)
Errors of commission - description/example (2)
Errors of original entry - description/example (2)
Errors of complete reversal - description/example (2)
Compensating errors - description/example (2)
Explanation of statement: 2 marks
Examples of illustration: $2 \times 2$ marks (max 4 marks)
Name of error with no description or example (1) (max 2 marks)
(c) Fraser operates as a sole trader but is considering going into partnership in order to expand his business. Suggest 3 limitations of operating as a partnership rather than a sole trader.

Drawbacks of operating as a partnership:
Loss of control/no longer own boss (2)
Have to share profits (2)
Need to consult (2)
Disagreements (2)
Possible problems of partner ruining business (2)
Possible problems with death/retiral of partner (2)
Unlimited liability remains (2)
Governed by Partnership Agreement/Partnership Act (2)
Any 3 of the above for 2 marks each
2. The Ardtun Art Club has provided the following financial information.

## Assets and Liabilities as at 1 April 2011

$\varepsilon$
Bank
1,900
Premises at cost 35,000
Equipment at cost
9,500
Cleaner's wages due 230

$$
\text { Subscriptions paid in advance } 400
$$

Electricity prepaid ..... 40
Receipts and Payments for year ended 31 March 2012
£
Art Exhibition entry fees ..... 1,300
Cleaner's wages ..... 2,000
Sponsorship from Deeview Homes ..... 1,800
Honorarium ..... 400
Purchase of new equipment ..... 500
Advertising - Art Exhibition ..... 200
Electricity ..... 560
Art Exhibition prizes ..... 800
Subscriptions ..... 3,900
Insurance ..... 375
Donations - Art Exhibition ..... 80
Notes at 31 March 2012

- All club equipment is to be depreciated by $10 \%$ on cost
- Electricity prepaid $£ 50$
- Art Exhibitions advertising due £25
- Subscriptions due £250
(a) From the above information you are required to prepare for the year ended 31 March 2012:
(i) Income Statement for Art Exhibition
(ii) Income and Expenditure Account.


2. (a) (continued)
(i) (ARDTUN ART CLUB)

Income Statement for Art Exhibition (for the year ended 31 March 2012)

|  | $\varepsilon$ |  | $\varepsilon$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Entry Fees |  |  | (1) | 1,300 |
| Donations |  |  | (1) | 80 |
|  |  |  |  | 1,380 |
| Less: |  |  |  |  |
| Advertising (200 + 25) | (2) | 225 |  |  |
| Prizes | (1) | 800 |  |  |
|  |  |  |  | 1,025 |
| Surplus/Income from Exhibition |  |  | (1) | 355 |

(ii) (ARDTUN ART CLUB)

Income and Expenditure Account (for the year ended 31 March 2012)

|  | £ |  | $£$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME |  |  |  |  |  |
| Surplus/Income from Exhibition |  |  | (1) | 355 |  |
| Sponsorship from Deeview Homes |  |  | (1) | 1,800 |  |
| Subscriptions (3,900+400+250) |  |  | (3) | 4,550 |  |
|  |  |  |  | 6,705 |  |
| EXPENDITURE |  |  |  |  |  |
| Cleaner's Wages (2,000-230) | (2) | 1,770 |  |  |  |
| Honorarium | (1) | 400 |  |  |  |
| Electricity (560+40-50) | (3) | 550 |  |  |  |
| Insurance | (1) | 375 |  |  |  |
| Depreciation of Equipment* | (3) | 1,000 |  | 4,095 |  |
| SURPLUS |  |  | (1) | 2,610 |  |
| * $10 \%$ of (9,500+500) |  |  |  |  | 22 |

2. (continued)
(b) The art club would like to create a new workshop for pottery classes. Suggest 3 possible methods of raising the finance for this workshop, other than by obtaining a loan. Justify your choices giving different reasons for each.

Fundraising Events Members willing to support these (1) for better facilities (1)

Increase Subscriptions Members willing to pay more (1) for better facilities (1)

Levy on members

Lifetime memberships
Increase membership numbers

One-off payment (2) Annual subscriptions not increased (2)

More subscription money up front (2)
Additional membership subscriptions would help to pay for new workshop (2)

Apply for a grant
Attract sponsorship
Does not need to be repaid (2)

Mortgage/Remortgage
Does not need to be repaid (2)
Can raise a large amount quickly (2)
Suggestions - 1 mark each
Justification - 2 marks each
Candidate must select options which allow different reasons to be given.

NOT accepted - Loan
(c) State where Subscriptions due at 31 March would be shown in the Balance Sheet and explain why.

Current Assets (1) section of the Balance Sheet
Because:
The members have not paid their subscriptions for the financial year (2)
The members are debtors (2) of the club
The members owe the club money (2)
Any 2 reasons - 2 marks each

| Marks |  |
| :--- | :--- |
| $\mathbf{K U}$ | $\mathbf{H I}$ |
|  |  |
|  |  |

3. The Bank Statement and Bank Account of Deaconberry plc are shown below.

| TORRIDON BANK plc <br> Glen Road EDINBURGH EH22 5YP |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Deaconberry plc Unit 2 <br> Webster Industrial Estate KINROSS <br> KY13 9XW |  | Account No: 60653900 Branch Code: 29-12-62 |  |  |
|  |  |  |  |  |
|  |  | Date: 30 April 2012 |  |  |
|  |  |  |  |  |
| Date | Description | $\begin{aligned} & \text { DR } \\ & £ \end{aligned}$ | $\begin{aligned} & \text { CR } \\ & £ \end{aligned}$ | Balance <br> £ |
| 1/4/12 | Balance |  | 2,200 | 2,200 |
| 4/4/12 | Deposit |  | 450 | 2,650 |
| 5/4/12 | 00256 | 270 |  | 2,380 |
| 5/4/12 | DD - Electricity | 180 |  | 2,200 |
| 8/4/12 | 00257 | 320 |  | 1,880 |
| 12/4/12 | Deposit |  | 550 | 2,430 |
| 13/4/12 | BGC - Rent Received |  | 330 | 2,760 |
| 15/4/12 | 00258 | 250 |  | 2,510 |
| 16/4/12 | Cash | 100 |  | 2,410 |
| 17/4/12 | SO - Insurance | 160 |  | 2,250 |
| 18/4/12 | Deposit |  | 400 | 2,650 |
| 21/4/12 | 00259 | 300 |  | 2,350 |
| 23/4/12 | Deposit |  | 240 | 2,590 |
| 26/4/12 | Bank Charges | 50 |  | 2,540 |
| 27/4/12 | Cash | 120 |  | 2,420 |


3. (continued)

The Bank Account for the month of April is shown below.

| BANK ACCOUNT |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Date | Details | $\begin{aligned} & \text { DR } \\ & \mathcal{E} \end{aligned}$ | $\begin{aligned} & \text { CR } \\ & £ \end{aligned}$ | Balance <br> £ |
| 1/4/12 | Balance | 2,200 |  | 2,200 |
| 2/4/12 | Sales | 450 |  | 2,650 |
| 4/4/12 | Repairs |  | 270 | 2,380 |
| 8/4/12 | Purchases |  | 320 | 2,060 |
| 12/4/12 | Sales | 350 |  | 2,410 |
| 12/4/12 | Sales | 200 |  | 2,610 |
| 13/4/12 | Travel Expenses |  | 50 | 2,560 |
| 16/4/12 | Cash |  | 100 | 2,460 |
| 17/4/12 | Sales | 400 |  | 2,860 |
| 17/4/12 | Advertising |  | 130 | 2,730 |
| 18/4/12 | Purchases |  | 300 | 2,430 |
| 21/4/12 | Petrol |  | 60 | 2,370 |
| 22/4/12 | Sales | 240 |  | 2,610 |
| 27/4/12 | Cash |  | 120 | 2,490 |
| 28/4/12 | Sales | 235 |  | 2,725 |

Note: An error has been detected relating to the cheque presented for payment on 15 April. It has been wrongly entered in the Bank Account of Deaconberry plc.

| Marks |  |
| :--- | :--- |
| $\mathbf{K U}$ | $\mathbf{H I}$ |
|  |  |
|  |  |
|  |  |

3. (a) On the Worksheet provided:
(i) update and correct the bank account of Deaconberry plc at 30 April 2012.

| UPDATED BANK ACCOUNT |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Date | Details | $\begin{aligned} & \hline \text { DR } \\ & £ \end{aligned}$ | CR <br> £ | Balance <br> £ |
| 30/4/12 | Balance | (1) 2,725 |  | 2,725 |
|  | Electricity - DD |  | (1) 180 | 2,545 |
|  | Rent Received - BGC | (1) 330 |  | 2,875 |
|  | Error - Travel |  | (2) 200 | 2,675 |
|  | Insurance |  | (1) 160 | 2,515 |
|  | Charges |  | (1) 50 | 2,465 |

(ii) prepare a Bank Reconciliation Statement as at 30 April 2012.

BANK RECONCILIATION STATEMENT AS AT 30 APRIL 2012
(1)
(Bank Statement Balance
£
(1) 2,420
ADD: Items not yet Credited Sales
Unpresented Cheques Advertising Petrol
Updated Bank Account Balance

## ALTERNATIVE:

(1)

| ALTERNATIVE: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Updated Bank Account Balance |  | £ | £ |  |
|  |  |  | 2,465 |
| (1) | ADD: Unpresented Cheques |  |  |  |  |
|  | Advertising | (1) 130 |  |  |
|  | Petrol | (1) 60 | (1) | 190 |
|  |  |  |  | 2,655 |
|  | LESS: Items not yet Credited |  |  |  |
|  | Sales |  | (1) | 235 |
|  | Bank Statement Balance |  | (1) | 2,420 |

£
(1) 130
(1) 60
(1) $\quad 190$
(1) 130
(1) $60(1) \quad 190$
(1) 2,465
(1) 2,420

| Marks |  |
| :---: | :---: |
| $\mathbf{K U}$ | $\mathbf{H I}$ |

3. (continued)
(b) Bank charges have been applied to the Deaconberry plc account by its bank. Explain 3 reasons why this may have happened.

- The account may have been overdrawn/cost of overdraft/ overdraft interest (2)
- For dealing with SO/DD/BGC (2)
- For services provided by the bank (counting money, processing cheques) (2)
- Cash withdrawals at ATM (2)
- So that the bank can make a profit (2)

Any 3-2 marks each
(c) Deaconberry plc has chosen to pay its electricity by Direct Debit. State 2 reasons why this is the most suitable bank service to use.

- Direct Debit amount can vary (2)
- Direct Debit can be irregular (2)
- Direct Debit can cost less (2)
- You do not have to do anything if the amount changes (2)
- Direct Debit can be withdrawn from the account at any time (2)

Any 2 - 2 marks each
(d) Explain what a debit balance on its Bank Statement would mean to Deaconberry plc. Justify your answer.

The debit balance tells Deaconberry plc that they owe the bank money (2)/are a debtor of the bank (2)/have an overdraft on their account (2)

## Justification

- Bank Statement is a reverse copy/mirror image of the bank account in the ledger (2)
- A credit entry in the Bank Statement increases the bank balance (1), and debit entries are deductions (2)

Explanation-2 marks
Justify - any one - 2 marks
4. (a) Tamara Rose operates as a sole trader. Her business, MediaMass, specialises in video, audio and IT equipment used at outdoor events.

On 31 January 2012 MediaMass sent a Statement of Account to customer Eddie Law Promotions.

From the following information, complete the Statement of Account (on the Worksheet provided) to be sent to Eddie Law Promotions on 31 January 2012.

1 January Eddie Law Promotions owed MediaMass $£ 650.45$
12 January Sold goods on credit to Eddie Law Promotions. The catalogue price of the goods was $£ 240$ (excluding VAT).

20\% Trade Discount was allowed and Terms of Payments were 5\%-30 days

24 January Some of the goods sold on 12 January were damaged in transit and returned by Eddie Law Promotions. They were valued at $£ 85 \cdot 68$ (including VAT).

28 January Eddie Law Promotions paid $£ 629.95$ by cheque in full settlement of the amount owed to MediaMass on 1 January.

| Marks |  |
| :--- | :--- |
| $\mathbf{K U}$ | $\mathbf{H I}$ |
|  |  |
|  |  |
|  |  |

4. (a) (continued)


| Eddie Law Promotions <br> Sydney Road <br> Glenrothes <br> Fife <br> KY7 4TR |  | Tel: 01382558529 <br> VAT No: 05096446 <br> Date: $31^{\text {st }}$ January 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Date | Details | $\begin{array}{\|l\|} \hline \text { Debit } \\ \text { £ } \\ \hline \end{array}$ | Credit <br> £ | Balance <br> £ |
| 1 Jan | Balance | (1)650.45 |  | 650.45 |
| 12 Jan | Sales | (5) 228.48 |  | 878.93 |
| 24 Jan | Sales Return |  | (1)85.68 | 793.25 |
| 28 Jan | Bank |  | (1)629.95 | $163 \cdot 30$ |
| 28 Jan | Discount Allowed |  | (1)20.50 | $142 \cdot 80$ |
| BALANCE NOW DUE FOR PAYMENT $£ 142.80$ |  |  |  |  |

WORKING:

| Goods | £240.00 |  | VAT:$£ 192.00 \times 5 \%=£ 9.60$ (1) |
| :---: | :---: | :---: | :---: |
| Less TD 20\% | (1) | £48.00 |  |
| NGV |  | £192.00 | $£ 192.00-£ 9.60=£ 182 \cdot 40$ (1) |
| Add VAT | (3) | £36.48 | $£ 182 \cdot 40 \times 20 \%=£ 36 \cdot 48$ (1) |
|  | (1) | £228.48 |  |

4. (continued)
(b) Name the documents that MediaMass would have sent on 12 and 24 January and explain their uses.

12 January - Invoice (1)

- Sent by seller to buyer to give details of a credit sale (2)
- Used by buyer to record transaction in their accounts (2)
- Shows amount owed by buyer (2)

24 January - Credit Note (1)

- Sent by seller to buyer to give details of return/overcharge (2)
- Used by buyer to record return in their accounts (2)
- States reason for return (2)
- Shows amount buyers account will be reduced by (2)

Documents - 1 mark each
Uses - $2 \times 2$ marks
(c) Tamara is concerned that in the future some of her debtors may be unable to pay. Suggest how she may be able to prepare for this happening and explain how your suggestion will affect her final accounts.

- Tamara can create a Provision for Bad Debts (2)
- She can set aside some of the profit of her business (not money) (2)
- She can reduce the profit by a certain \% of the debtors figure (2)

Any one suggestion - 2 marks
Do not accept - Bad Debts or Discount
Profit and Loss Account:

- The amount of the provision will be shown in the expenses (2)
- The amount of net profit will be reduced (2)

Balance Sheet:

- The provision will be deducted from debtors in the Balance Sheet (2)
- Current Assets will be reduced (2)
- Working Capital will be reduced (2)
- Balance Sheet totals will be reduced (2)

Any 2 - ONE effect on Profit and Loss - 2 marks ONE effect on Balance Sheet - 2 marks

| Marks |  |
| :--- | :--- |
| $\mathbf{K U}$ |  |
|  |  |
|  |  |
| 6 |  |

5. (a) The accountant at Imprint plc has just prepared a Cash Budget. Explain 2 benefits of preparing this financial statement.

- You can plan for the future (2)
- Can predict - future cash surpluses (2)/time to pay debts (2)/time to purchase assets (2)
- Can predict future cash shortages (2)/time to arrange overdraft/loan (2)
- Shows cash inflows/outflows (2)
- Shows opening (1)/closing balances (2)
- Can be used to support application for borrowing (2)
- Can be used to show prospective investors (2)
- Allows the business to set financial goals/targets (2)

Any 2 - 2 marks each
(b) Imprint plc intends to buy new laptops for their 5 salesmen next month and pay for the purchase by cheque. Suggest and justify an alternative method of financing this new equipment.

Bank Loan (1) Can be repaid over a period of time (2)
Grant (1) Does not have to be repaid (2)
Lease (1) No responsibility for repair/maintenance (2)
Hire Purchase (1)/
Buy on Credit (1)
Money paid out over a period of time (2)
Do NOT accept Issue More Shares or Debentures
Method - one mark; Justification - 2 marks

5. (continued)
(c) A Cash Budget contains both Capital Expenditure and Revenue Expenditure. Explain these terms.

Capital Expenditure:

- Money spent on items that will increase profit-making ability of the business (2)
- An investment in the business (2)
- Money spent on Fixed Assets (2)
- Money spent on assets eg machinery (2)
- Money spent on items that will normally last for more than a year (2)
- Appears in the Balance Sheet (1)

Revenue Expenditure:

- Money spent on the day-to-day running of the business (2)
- Money spent maintaining the business (2)
- Revenue expenditure will affect the profit of the business (2)
- Money spent on items that will be used up within a year (2)
- Appears in the Trading/Profit and Loss Account (1)

Any one from Capital - 2 marks
Any one from Revenue-2 marks
No marks for examples on their own

| Marks |  |
| :---: | :---: |
| KU | HI |
| 4 |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

5. (continued)
(d) Imprint plc has recently issued Preference Shares. Explain one benefit of this type of share to:
(i) preference shareholders
(ii) Imprint plc
(i) Preference Shareholders

- **Shareholders receive a fixed rate of dividend each year (2)/ Shareholders know how much dividend they will get each year (2)
- Preference shareholders are paid dividends before ordinary shareholders (2)
- They are considered to be less risky investment (2)
- The investment is returned first if the company is wound up (2)

Any one - 2 marks
(ii) Imprint plc

- **A fixed rate of dividend is paid each year to shareholders
(2)/They will know how much they will have to pay out each year (2)
- Preference shareholders have no voting rights (2)
- Dividends normally lower than paid to ordinary shareholders (2)

Any one - 2 marks
** If fixed rate dividend mentioned in both, would need further explanation, otherwise 2 marks for first one, then 0

DO NOT ACCEPT - guaranteed dividend, unless cumulative mentioned

| Marks |  |
| :---: | :---: |
| $\mathbf{K U}$ | $\mathbf{H I}$ |

6. Murray and Khan operate a partnership selling sports equipment. They have provided the following financial information for year ending 29 February 2012.

| Opening Stock | $£ 3,600$ |
| :--- | ---: |
| Closing Stock | $£ 2,400$ |
| Net Sales | $£ 45,000$ |
| Purchases | $£ 27,300$ |
| Gross Profit | $£ 16,500$ |
| Expenses | $£ 10,300$ |

(a) Murray and Khan have calculated the Expenses Ratio to analyse the business's performance. Calculate 3 other appropriate ratios.


6. (continued)
(b) Murray and Khan also use their Balance Sheet to calculate the following ratios:

- Working Capital Ratio (Current Ratio)
- Return on Capital Invested

Explain 2 ways to improve each of these ratios.

## Working Capital/Current Ratio

- Increase current assets (2)
- Reduce current liabilities (2)
- Put in more capital/Bring in new partner (2)
- Obtain a loan (2)
- Reduce drawings (2)
- Sell Fixed Assets no longer required (2)

Do not accept - cheaper supplier
Any 2 - 2 marks each

## Return on Capital Invested:

- Increase selling price (2)
- Improve sales/productivity/profit (2)
- Cut costs/expenses (2)
- Find cheaper supplier (2)
- Diversify/Sell products that give greater profit (2)
- Rationalise/Stop selling unprofitable products (2)

Any 2 - 2 marks each
(c) Name the document that is drawn up when a partnership is formed.

Explain the importance of this document.
DOCUMENT - (Partnership) Agreement/Deed/Contract (1)

- States capital invested by each partner (2)
- Reduces disagreements in the future (2)
- Determines how profits/losses to be shared (2)
- Determines any salaries to be paid to partners (2)
- Determines interest on capital/drawings (2)
- Determines the amount of drawings partners may make (2)
- Determines duties/rights of partners (2)
- May determine procedure if partner dies/retires/new partner joins (2)
- Sets out terms of partnership (2)
- Legally binding on all partners (2)

Document name - 1 mark
Any 2 reasons - 4 marks

| Marks |  |
| :---: | :---: |
| $\mathbf{K U}$ | $\mathbf{H I}$ |
|  |  |
|  |  |

