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# basic education

Department:  
Basic Education  
**REPUBLIC OF SOUTH AFRICA**

## NATIONAL SENIOR CERTIFICATE

**GRADE 12**

**ACCOUNTING**

**NOVEMBER 2015**

**MEMORANDUM**

**MARKS: 300**

### MARKING PRINCIPLES:

1. Penalties for foreign items are applied only if the candidate is not losing marks elsewhere in the question for that item (no penalty for misplaced item). No double penalty applied.
2. Penalties for placement or poor presentation (e.g. details) are applied only if the candidate is earning marks on the figures for that item.
3. Full marks for correct answer. If answer incorrect, mark the workings provided.
4. If a pre-adjustment figure is shown as a final figure, allocate the part-mark for the working for that figure (not the method mark for the answer).
5. Unless otherwise indicated, the positive or negative effect of any figure must be considered to award the mark. If no + or – sign or bracket is provided, assume that the figure is positive.
6. Where indicated, part-marks may be awarded to differentiate between differing qualities of answers from candidates.
7. This memorandum is not for public distribution, as certain items might imply incorrect treatment. The adjustments made are due to nuances in certain questions.
8. Where penalties are applied, the marks for that section of the question cannot be a final negative.
9. Where method marks are awarded for operation, the marker must inspect the reasonableness of the answer and at least one part must be correct before awarding the mark.
10. In awarding method marks, ensure that candidates do not get full marks for any item that is incorrect at least in part.
11. Be aware of candidates who provide valid alternatives beyond the marking guideline.
12. Codes: f = foreign item; p = placement/presentation.

**This memorandum consists of 15 pages.**

**QUESTION 1****1.1 BANK RECONCILIATION AND INTERNAL CONTROL****1.1.1 Calculate the correct bank balance on 30 June 2015.**

Cash Receipts Journal (figures only)		Cash Payments Journal (figures only)
87 220		74 860
✓ 21 000	*OR: 7900 in CRJ & 9700 in CPJ	*✓✓ 1 800
✓✓ 10 500	Both essential: 2 marks	✓ 6 500
	8 960: 3 marks	✓ 2 250
	8750 / 6710 / 2460: 2 marks	✓ 210
118 720	Foreign items -1 (max -2)	85 620

**Bank balance on 30 June 2015:**  
 33 100 2 method marks  
 See CRJ total See CPJ total  
 $- 2\ 300\ \check{\check{}} + 118\ 720\ \check{\square} - 85\ 620\ \check{\square} = 30\ 800\ \check{\square}$  one part correct  
**OR:**  $- 2\ 300 + 87\ 220 - 74\ 860 + 21\ 000 + 10\ 500 - 1\ 800 - 6\ 500 - 2\ 250 - 210 = 30\ 800$

13

**1.1.2 Bank Reconciliation Statement on 30 June 2015**

	Alternative	Debit	Credit
Balance per Bank Statement	R20 400	Balancing figure Could be Dr / Cr	R 20 400 <input checked="" type="checkbox"/>
Credit outstanding deposit	18 500		18 500 <input checked="" type="checkbox"/>
Debit outstanding cheques:	Could use – signs		
No. 962	(4 500)	R 4 500 <input checked="" type="checkbox"/>	
No. 982	(2 200)	2 200 <input checked="" type="checkbox"/>	
No. 986	(1 400)	1 400 <input checked="" type="checkbox"/>	
Balance as per Bank Account	30 800	30 800 <input checked="" type="checkbox"/>	See 1.1.1
		38 900	38 900

-1 incorrect / no details (max -2) Foreign entries -1 (max -2)  
 For 2-column method with no Debit/Credit indicated, assume left=Debit and right=Credit.  
 For 2-column method with brackets used, do not accept brackets/negatives in any column.

8

**1.1.3 Refer to Information E. Identify TWO separate problems with evidence from the information. Give advice for EACH problem.**

PROBLEM WITH EVIDENCE	ADVICE
Theft / Fraud / Error/ Internal control measures are lacking. Some of the cash slips (R7 000) have not been deposited / recorded. Problem ✓ Evidence ✓ Figures not required	Check that the total of cash slips agree to the total of the deposit slip. ✓ Specific advice required based on evidence.
Rolling of cash / The deposit occurs much later after receipt of cash (15 days). Problem ✓ Evidence ✓ Figures not required	Cash collected must be deposited immediately / Sales person must not deposit cash / Divide duties ✓ Specific advice required based on evidence.

6

**1.2 DEBTORS' AGE ANALYSIS****1.2.1 As the internal auditor, what concerns would you have over Susan's job description? Explain.**Any ONE valid point ✓✓ **Incomplete / unclear answer: 1 mark**

For 2 marks:

- Lack of division of duties negatively affects internal control.
- Susan is the only person dealing with invoicing and receipt of cash.
- Nobody is checking Susan's work.

For 1 mark:

- Division of duties / Internal control

2

**1.2.2 Identify TWO debtors who could have their credit limits increased.**

Pillay ✓

Crooks ✓ **-1 for superfluous name (max -2)**

2

**1.2.3 Explain THREE different problems reflected by the Debtors' Age Analysis. Give evidence to support your answer.****There must be 3 separate problems i.e. Payment periods + Credit limits + Selling to those who are not settling previous debts****Part-marks for partial answers / partially correct answers**

	<b>Explanation of problem with evidence</b>
<b>Problem 1</b>	Problem ✓✓ Slow payers / Non-payers / Lack of adherence to time terms / Possibility of bad debts / Bad  Evidence ✓ <b>Specific evidence required i.e. names or figures</b> Some debtors (37% / 18% / 19%) are taking longer than 30/60/90 days to settle debts / (e.g. Muller / Vasco / Aucamp)
<b>Problem 2</b>	Problem ✓✓ Credit limit / Not adhering to credit limit / Bad internal control of credit limits  Evidence ✓ <b>Specific evidence required i.e. names or figures</b> Muller is R2 000 over the limit
<b>Problem 3</b>	Problem ✓✓ Sales continue to be made to debtors whose accounts are overdue / Bad control of sales to debtors  Evidence ✓ <b>Specific evidence required i.e. names or figures</b> Aucamp / Ndlovu / Muller were allowed to buy even though they have debts which are 60 / 90 days old

9

**TOTAL MARKS**

40



**2.2 INTERNAL CONTROL****2.2.1 Calculate the number of shirts stolen.**

400 ✓ + 7 380 ✓ – 270 ✓ – 7 200 ✓ = 310 ✓ **one part correct**

**Give TWO points of advice.**

Any two valid points ✓✓ ✓✓ **Award part-marks for incomplete answers**

Expected responses for 2 marks:

- Count stock regularly / randomly and check against stock records
- Order smaller quantities, but more frequently
- Improve physical security e.g. controls at entrance / security cameras
- Claim on insurance policy

Expected responses for 1 mark: Stock counts / Security cameras / Insurance

9

<b>2.2.2 Product</b>	<b>Comment on stock holding period and give figures</b> Comment ✓ ✓ ✓ Figures ✓ ✓ ✓	<b>Explanation on how it will affect the business</b> ✓ ✓ ✓ <b>Alternative valid explanation acceptable</b> <b>Must explain, not list</b>
<b>Jackets</b>	<b>See 2.1.3</b> 87 days on hand which is appropriate / 87 days is too high as they are halfway through winter.	Will be able to meet demand for the winter season.
<b>Shirts</b>	Too few shirts are being kept on hand 14 days.	They are likely to run out of stock and not meet the demand / lose customers.
<b>Jeans</b>	Too many jeans are on hand to support the sales, 319 days.	Could end up not selling these items as fashion changes / Cash tied up in stock.

9

**2.2.3 Josy is unsure whether she is charging the right prices for her products. Give her advice on EACH product. Quote figures.**

<b>Product</b>	<b>Advice with figures</b> Any valid advice ✓ ✓ ✓ Figures ✓ ✓ ✓
<b>Jackets</b>	Advice: Maintain / increase the price <b>see 2.1.3</b> Figures: Sold 2 730 units / 80% of stock sold / 87 days holding period
<b>Shirts</b>	Advice: Maintain / increase the price [Price of R310 not relevant to rate of turnover] Figures: Sold 7 200 units / 93% of stock sold / only 14 days' holding period
<b>Jeans</b>	Advice: Reduce the price Figures: Sold only 320 units / 53% of stock sold / 319 days holding period / 70% mark-up / R350 gross profit on R500 cost

6

**TOTAL MARKS**

50

**QUESTION 3****3.1 PRIDONA LIMITED****3.1.1**

<b>Calculation of the correct net profit after tax</b>	
Accept brackets instead of – If no sign, assume + Positive/negative effect & figure must be correct Foreign entries -1 (max -2)	
<b>Incorrect net profit</b>	<b>2 493 600</b>
Trading stock deficit	–11 300 ✓✓
Provision for bad debts adjustment	+2 400 ✓✓
Rent income	–2 800 ✓✓
Insurance	+4 500 ✓✓
Correction of error: Asset disposal 6 800 1 mark	+13 600 ✓✓
<b>Correct net profit before tax</b> Operation, one part correct, reasonable, must be approx. R2m	2 500 000 ✓
<b>Income tax</b> Accept if no sign	–750 000 ✓
<b>Net profit after tax</b> Check operation, NP – tax	1 750 000 ✓

**13****3.1.2 RETAINED-INCOME NOTE ON 30 JUNE 2015**

<b>Balance at beginning of year</b>	<b>2 700 000</b>
Net profit after tax see 3.1.1	1 750 000 ✓
Repurchase of shares 1 mark 2 marks (20 000 ✓ x R1,10 ✓✓) OR (50 000 – 28 000) One part correct, must be negative / brackets If 22 000 without brackets or –ve sign, give 3 marks	(22 000) ✓
<b>Dividends</b> One part correct, must be negative / brackets	(1 475 600) ✓
Interim	600 000 ✓
Final (3 980 000 ✓ x 0,22 ✓) One part correct	875 600 ✓
<b>Balance at end of year</b> Operation, one part correct	2 952 400 ✓

**11**

**3.1.3 PRIDONA LIMITED  
BALANCE SHEET AS AT 30 JUNE 2015**

<b>ASSETS</b>	
<b>NON-CURRENT ASSETS</b>	<b>8 950 000</b>
Fixed assets at carrying value	<b>8 950 000</b>
<b>CURRENT ASSETS</b> TA-NCA	<input checked="" type="checkbox"/> 1 000 000
Inventories Must be in final column as 191 900 to get 2 marks	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> 191 900
Trade and other receivables 316 000✓ – 1 000✓ + 5 200✓ – 9 000✓ + 4 500 <input checked="" type="checkbox"/> See 3.1.1 315 000 / 321 200 2 marks [-11 400 +2 400] 1 mark only 320 200 3 marks	<input checked="" type="checkbox"/> 315 700 Operation, one part correct
Cash and cash equivalents Balancing figure	<input checked="" type="checkbox"/> 492 400
<b>TOTAL ASSETS</b> Transfer OE + L	<input checked="" type="checkbox"/> 9 950 000
<b>11</b>	
<b>EQUITY AND LIABILITIES</b>	
<b>ORDINARY SHAREHOLDERS' EQUITY</b> Operation	<input checked="" type="checkbox"/> 8 524 400
Ordinary share capital	<b>5 572 000</b>
Retained income see 3.1.2	<input checked="" type="checkbox"/> 2 952 400
<b>2</b>	
<b>NON-CURRENT LIABILITIES</b>	207 000
Mortgage loan: Custom Bank 262 200 ✓ – 55 200✓✓ <input checked="" type="checkbox"/> Any figure if subtracted 4 600 x 12 2 marks	<input checked="" type="checkbox"/> 207 000 one part correct
<b>5</b>	
<b>CURRENT LIABILITIES</b> Operation	<input checked="" type="checkbox"/> 1 218 600
Trade and other payable see 3.1.1 Operation, one part correct (261 000 ✓ – 1 000 ✓ + 2 800 <input checked="" type="checkbox"/> ) 260 000 2 marks	<input checked="" type="checkbox"/> 262 800
Current portion of loan See NCL	* <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> 55 200
SARS: Income tax (750 000✓ – 725 000✓) Operation, one part correct	* <input checked="" type="checkbox"/> 25 000
Shareholders for dividends see 3.1.2	* <input checked="" type="checkbox"/> 875 600
<b>TOTAL EQUITY AND LIABILITIES</b> Operation	<input checked="" type="checkbox"/> 9 950 000
*Items under CL may be combined	<b>12</b>

Foreign entries -1 (max -2)

Presentation / Incorrect or incomplete details -1 (max -2)

SARS R725 000 may not be shown as a current asset; final balance must be under CL

Other misplaced BS items are not foreign – simply mark as wrong

**3.2 AUDIT REPORT****3.2.1****Choose the correct word from those given in brackets.**

Disclaimer ✓

**Give a reason.** ✓

Must explain that no opinion was expressed / must explain a reason why no opinion was expressed. Mark the reason independent of word chosen above.

The external auditors did not express an opinion on the financial statements of Trimex Ltd

Auditors were unable to express an opinion because they were not able to verify a significant part of the company's transaction

Auditors were unable to express an opinion because there was insufficient evidence

2

**3.2.2****Explain TWO consequences of this audit report for the company and/or the CEO.**

Any two consequences ✓✓ ✓✓ Award part-marks for incomplete answers

Responses for 2 marks:

- The directors will be held accountable.
- This is a bad publicity / negative point against the image of the company and CEO
- It could affect the share price and demand for shares
- The CEO / Directors might not be re-elected at the next AGM
- Shareholders / investors will lose faith in the directors / company
- Inquiry / investigation into the company or its directors
- The company could be de-listed on the JSE
- The auditors will be more vigilant in future / could increase audit fees if they spend more time on the audits in future.

Responses for 1 mark:

The CEO will be fired / Written warning / Investigation / Suspension.

4

<b>TOTAL MARKS</b>
60

**QUESTION 4****4.1**

<b>4.1.1</b>	Internal Auditor	✓	Mark wrong if more than one response for each
<b>4.1.2</b>	Independent Auditor	✓	
<b>4.1.3</b>	Director	✓	
<b>4.1.4</b>	Balance Sheet	✓	

**4****4.2 SENZO LTD****4.2.1****Calculate income tax paid.**

$$\begin{array}{rclcl}
 & 1\,175\,000 & - & 846\,000 & \text{Must be both} \\
 9\,800 & \checkmark & + & 329\,000 & \checkmark\checkmark & + & 6\,400 & \checkmark & = & 345\,200 & \checkmark & \text{one part correct} \\
 -9\,800 & & - & 329\,000 & & - & 6\,400 & & = & -345\,200
 \end{array}$$

Mark one line only. Signs may be reversed but must be consistent.  
 Ledger T-account may be drafted. Figures could be in brackets.

**5****Calculate proceeds from disposal of fixed assets (carrying value).**

$$\begin{array}{rclcl}
 & 4\,698\,300 & & 4\,352\,800 & \\
 \checkmark & & \checkmark & & \checkmark & & \checkmark & & \checkmark & & \checkmark & \text{one part correct} \\
 (2\,598\,300 + 2\,100\,000) - (4\,137\,700 + 215\,100) & = & 345\,500 \\
 2\,598\,300 + 2\,100\,000 - 4\,137\,700 - 215\,100 & = & 345\,500 \\
 -2\,598\,300 - 2\,100\,000 + 4\,137\,700 + 215\,100 & = & -345\,500
 \end{array}$$

Mark one line only. Signs may be reversed but must be consistent.  
 Ledger T-account may be drafted. Figures could be in brackets.

**5****Calculate net change in cash and cash equivalents.**

$$\begin{array}{rclcl}
 (153\,000 & \checkmark & - & 2\,500 & \checkmark) + 88\,900 & \checkmark & = & 239\,400 & \checkmark \\
 & 150\,500 & & & & & & & 
 \end{array}$$

**OR**

$$\begin{array}{rclcl}
 & 1\text{ mark} & & 1\text{ mark} & & 1\text{ mark} & & 1\text{ mark} \\
 (88\,900 - 2\,500) + 153\,000 & = & 239\,400 \\
 & 86\,400 & & & & & & 
 \end{array}$$

**Indicate whether this is a net inflow or net outflow of cash.**

Net inflow ✓ Depends on calculation above

**5****4.2.2**

<b>CASH EFFECTS OF FINANCING ACTIVITIES</b>	1 093 000 ✓ <span style="background-color: yellow;">Operation, one part correct</span>
Proceeds from shares issued 2 967 000 ✓ + 258 000 ✓✓ – 2 520 000 ✓	705 000 ✓* <span style="background-color: yellow;">One part correct, must be inflow 4 marks if amount correct but in brackets</span>
Re-purchase of shares      2 marks 60 000 ✓ x R5,20 ✓✓      4,30 + 0,90 both figures together	(312 000) ✓* <span style="background-color: yellow;">One part correct must be outflow</span>
Increase in non-current liabilities (Loans)	700 000 ✓✓ <span style="background-color: yellow;">Must be inflow for 2 marks</span>

**12**

Ledger account formats may be used to show calculations.

\*If answer is combined as a net inflow, award only 1 method mark on final answer, not 2.

\*If net effect has been shown with workings, mark as follows:

$$\begin{array}{rclcl}
 2\,967\,000 & - & 2\,520\,000 & - & 54\,000 & = & 393\,000 \\
 1\text{ mark} & & 1\text{ mark} & & 2\text{ marks} & & 1\text{ method mark}
 \end{array}$$

**4.2.3 Calculate the acid-test ratio for 2015.**

$$\frac{340\,300}{(662\,300 \checkmark - 322\,000 \checkmark) : 510\,500 \checkmark}$$

OR  $\frac{245\,000 + 6\,400 + 88\,900}{2 \text{ marks}}$

$$= 0,7 : 1 \checkmark \text{ one part correct in the form } x : 1 \quad \text{OR } 0,67:1 \text{ OR } 0,66:1 \text{ NOT } 0,6:1$$

4

**Calculate the return on shareholders' equity (ROSHE) for 2015.  
(Use average equity in your calculation.)**

$$\frac{846\,000 \checkmark}{\frac{1}{2} \checkmark (2\,718\,000 \checkmark + 3\,439\,500 \checkmark)} \times \frac{100}{1}$$

3 078 750 (3 marks)

$$= 27,5\% \checkmark \text{ one part correct – must be \%}$$

OR 27,47% OR 27,48%

5

**Calculate the net asset value per share (NAV).**

$$3\,439\,500 \checkmark \div 690\,000 \checkmark \times 100 = 498,5 \text{ cents} \checkmark \text{ OR R4,99 one part correct}$$

OR 499 cents OR 498,47 cents OR 498,48 cents

3

**4.3 DON LTD AND KEY LTD****4.3.1 Comment on the value of the shares of the two companies on the Johannesburg Securities Exchange (JSE). Explain how this will influence your choice of company.**

	Financial indicators or explanations thereof; with figures	Explanation, must involve a choice Do not accept comparison of JSE prices only ✓✓ 2 marks or nothing
Don Ltd	$\frac{\checkmark}{\text{JSE price } 400\text{c} > \text{NAV } 310\text{c}}$	I would invest in Don Ltd as the shares seem to be in good demand <b>OR</b> I would not invest in Don Ltd as the shares might be overpriced <b>OR</b>
Key Ltd	$\frac{\checkmark}{\text{JSE price } 645\text{c} < \text{NAV } 750\text{c}}$	I would invest in Key Ltd as the shares seem to be under-valued <b>OR</b> I would not invest in Key Ltd as the shares might be in low demand

6

**4.3.2 Compare and comment on the dividend pay-out policies of the two companies.**

Award part-marks for incomplete answers

	Financial indicators or explanations thereof; with figures	Comparison and comment Do not accept comparison of the DPS only Must mention both companies ✓✓ Can get 1 mark
Don Ltd	DPS 360 cents ✓ EPS 420 cents ✓ <b>OR</b> 2 marks Distributes 86% of earnings	Don Ltd is distributing a higher percentage of income earned; Key Ltd has decided to retain half of EPS. <b>OR</b>
Key Ltd	DPS 490 cents ✓ EPS 980 cents ✓ <b>OR</b> 2 marks Distributes 50% of earnings	Don Ltd appears to keep shareholders satisfied by giving them good dividends; Key Ltd appears to have plans for growth (better long term benefits) / equalisation of dividends over time.

6

**4.3.3 Comment on the degree of risk and gearing. Explain how this will influence your choice of company.**

Award part-marks for incomplete answers

	Financial indicators or explanations thereof with figures Must use D/E and ROTCE	Comparison, must involve a choice Accept valid alternative terminology ✓✓ Can get 1 mark
Don Ltd	D/E ratio 0,3 : 1 ✓ ROTCE 15,6% ✓ <b>OR</b> ROTCE >11,5%	I choose Don Ltd as financial risk is low and gearing is positive (ROTCE exceeds interest) <b>OR</b> I choose Don Ltd for its positive gearing (ROTCE exceeds interest) but they are not making effective use of loans <b>OR</b> I do not choose Key Ltd as there is high financial risk and negative gearing / too much money borrowed and not able to use the funds effectively
Key Ltd	D/E ratio 1,6 : 1 ✓ ROTCE 10,2% ✓ <b>OR</b> ROTCE < 11,5%	<b>OR</b> I choose Key Ltd as there is high use of loans and, and if they can improve efficiency (ROTCE), profit would improve significantly.

6

**4.3.4 Apart from the points mentioned above, what other factors would you consider before deciding in which company you are going to invest? Explain TWO points.**

Could present factors that they omitted from 4.3.1-4.3.3

Award part-marks for incomplete explanations

Any two valid factors with explanation / figures as explanation ✓✓ ✓✓

Figures not essential

- **ROSHE:** Don Ltd's return (17,2%) is much higher than that of Key Ltd (9,1%)
- **Liquidity:** Key Ltd has a better current ratio (1,5:1) / acid-test ratio (0,8:1).
- **Stock turnover:** Key Ltd is managing stock more efficiently (62 days)
- **Debtors' collection:** Key Ltd's collection period is good (26 days)
- **Corporate social responsibility:** indicates good reputation of company (King Code)
- **Directors:** good professionalism will benefit the company and shareholders
- **Audit report:** indicates if the auditors have detected any problems or not.

4

**TOTAL MARKS**

65

**QUESTION 5****5.1 BRUCE TRADERS****CASH BUDGET FOR NOVEMBER AND DECEMBER 2015**

CASH BUDGET	NOVEMBER 2015 R	DECEMBER 2015 R
<b>CASH RECEIPTS:</b>		
Cash sales	✓✓ 420 000	<b>399 000</b>
Cash from debtors	<b>536 025</b>	<b>597 975</b>
Commission income	✓ 6 000	✓ 7 000
<b>Total receipts</b> <b>5</b> <small>Operation both columns, one part correct</small>	<input checked="" type="checkbox"/> 962 025	1 003 975
<b>CASH PAYMENTS:</b>		
Cash purchases of stock	✓✓ 120 000	<b>114 000</b>
Payments to creditors	<b>520 000</b>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> 480 000 <small>If R600 000 -cash Purchases Nov</small>
Sundry expenses	<b>22 500</b>	✓✓ 20 700
Wages and salaries	✓✓✓ 200 000	✓ 256 000
Advertisements	✓✓ 33 000	0
Repayment of loan <small>Any figure</small>	<input checked="" type="checkbox"/> ✓✓✓ 36 000	<small>2 marks if correct figure in wrong column</small>
Interest on loan	✓ 3 780	✓ 3 510
<b>Total payments</b> <b>17</b>	<b>935 280</b>	<b>874 210</b>
<b>Surplus (deficit)</b> <small>Operation</small>	<b>26 745</b>	<input checked="" type="checkbox"/> 129 765
Opening bank balance	<b>(56 000)</b>	✓ (29 255)
<b>Closing bank balance</b> <small>Operation</small>	<b>(29 255)</b>	<input checked="" type="checkbox"/> 100 510

**25**Superfluous/foreign entries -1 per item (max – 3) for Advertising for Dec, bad debts, discount, depreciation**5.2 SLEEPEZI BEDS (PTY) LTD****5.2.1 Calculate the percentage increase in the amount budgeted for salaries and wages for October 2015.**

$$\frac{1\,800}{30\,000} \times \frac{100}{1} = 6\% \quad \checkmark\checkmark \quad \text{\% sign not essential here}$$

**Should the employees be satisfied with this? Explain.**

Yes / No – compare to inflation rate / compare to directors fees ✓

**3**

**5.2.2 The financial director is pleased with the work being done by the bookkeeper and internal auditor. Identify an expense that indicates that he is correct.**

✓ Audit fees

**Explain your answer.** Any valid explanation ✓✓ Part-marks for partial answers**Expected response for 2 marks:**

The audit fees are much lower than expected, which means that they spent less time on the audit / records were in order

**Expected response for 1 mark:** Audit fees lower than expected

3

**5.2.3 Comment on how the new competitor has affected the sales of Sleepezi Beds. Provide figures.** Comment ✓✓ Figures ✓✓

Cash sales are ¼ of the amount budgeted

Cash sales projected R1,2m while actual was R300 000

Actual cash sales for Sept were R1,28m and dropped to R300 000 in Oct

Budgeted cash sales was 80% but actually achieved 20%

Sales decreased by 60 beds

Gross profit decreased by R120 000 (R2 000 gross profit per bed)

Sales decreased by R400 000

**Explain how Sleepezi Beds has responded to this problem. Provide THREE points. Provide figures.**

Part-marks for incomplete explanations

Consider other valid alternatives

<b>Point 1</b>	They deliberately increased credit sales (R300 000 was budgeted but R900 000 was sold on credit). Explanation ✓✓ Figures ✓
<b>Point 2</b>	They increased delivery expenses to expand their target market / improve after-sales service. (Budgeted R150 000 but spent R168 000; 12% increase). Explanation ✓✓ Figures ✓
<b>Point 3</b>	They spent R40 000 on advertising (Budgeted R10 000; 300% overspent). / Decreased directors fees by R44 000 to fund more advertising R30 000. Explanation ✓✓ Figures ✓

13

**5.2.4 Comment on the cash balances. Provide figures.**

Any valid comment ✓ Figure/s ✓

Expected responses:

Disappointing / they expected a closing balance of R335 000

The actual balance is an overdraft of R210 000 (difference R545 000)

Actual balance for Sept is R230 000 while Oct reflects an overdraft of R210 000. (Difference R440 000).

**Explain how the directors can improve the cash balances in future. Explain TWO points.** Any valid comment ✓✓ ✓✓ Award part-marks for incomplete explanations**Expected responses for 2 marks:**

Encourage debtors to pay faster	Charge clients for deliveries
Negotiate with creditors for longer payment terms	Take out a loan (to reduce the overdraft and interest)
Raise more capital / issue more shares	Decrease mark-up to increase sales
Move to cheaper premises	Look for alternative income e.g. commission

**Expected responses for 1 mark:**

Decrease expenses / increase income / decrease rent / increase sales

6

**TOTAL MARKS**

50

**QUESTION 6****6.1 SNAZZY HANDBAGS****PRODUCTION COST STATEMENT ON 30 SEPTEMBER 2015**

*Must be in correct section / Accept abbreviations Foreign items -1 (max -2) e.g. S&DC R219 200 & AC R380 000 If categories are incorrectly placed, penalise on mark for details, but mark workings; will also lose method mark on prime cost subtotal	<b>R</b>
*✓ Direct material cost (976 000 ✓ – 17 000 ✓) One part correct	959 000 ✓
*✓ Direct labour cost 1 mark for final correct answer	755 000 ✓
<b>Prime Cost</b> Operation DMC + DLC	1 714 000 ✓
*✓ Factory overhead cost 14 720 (4 marks) (442 080 ✓ – 20 800 ✓✓ + 2 560 ✓ + 8 320 ✓ + 1 920 ✓ + 1 920 ✓) 12 800 (3 marks) One part correct	436 000 ✓
<b>Manufacturing cost</b> Operation, one part correct	2 150 000 ✓
Work-in-process (1 October 2014)	74 000 ✓
Operation	2 224 000 ✓
Work-in-process (30 September 2015) Operation TCOP – subtotal above; Ignore brackets	(36 500) ✓
<b>Total cost of production</b>	2 187 500 ✓

**21****6.2 HEALTHY LIFESTYLE COOKWARE****6.2.1 Calculate the variable cost per unit for 2015.**

$$2\,160\,000 \checkmark / 27\,000 \checkmark = R\,80 \checkmark \text{ one part correct}$$

**3****Calculate the break-even point for 2015.**

$$2\,850\,000 \checkmark / R175 \checkmark - R80 \checkmark = 30\,000 \text{ units } \checkmark \checkmark \text{ one part correct}$$

R95 2 marks

**5**

6.2.2

**Explain why the owner should be concerned about the break-even point and level of production. Provide TWO points. Provide figures.**

There must be an explanation in each case

<b>Point 1</b>	Current production of 27 000 is less than the break-even point of 30 000 units See 6.2.1 Figures ✓ Explanation ✓
<b>Point 2</b>	Low level of production / Decrease in the level of production from 32 000 units in 2014 to 27 000 in 2015. Figures ✓ Explanation ✓
<b>OR</b>	BEP increased from 28 000 to 30 000 units See 6.2.1 – need to produce more units to break even.

4

6.2.3

**Identify ONE other problem relating to this business. Provide figure(s).**

Figures ✓

Problem ✓

Accept valid alternatives

- Increase in VC/u from R65 to R80 / increase in FC of R190 000 / decrease in turnover by R235 000.
- A small percentage increase in selling price (9,4%) is not adequate to cover costs.
- Selling price of R175 is higher than the R170 of the competitor. Difficult to compete in the market for pots.
- Loss made in 2015:  $4\,725\,000 - (2\,850\,000 + 2\,160\,000) = (285\,000)$ ; compared to profit in previous year of R220 000.

2

TOTAL MARKS

35

TOTAL: 300