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

NATIONAL SENIOR CERTIFICATE

GRADE 12

ACCOUNTING P2

NOVEMBER 2021

MARKING GUIDELINES

MARKS: 150

MARKING PRINCIPLES:

- 1. Unless otherwise stated in the marking guidelines, 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. Unless otherwise stated, give full marks for correct answer. If answer incorrect, mark workings.
- 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). Note: if figures are stipulated in memo for components of workings, these do not carry the method mark for final answer as well.
- 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. If candidates provide more that the required number of responses, inspect all responses to give benefit to the candidate. Penalties may be applied for foreign entries if earning full marks not related to Q (max -2 per Q).
- 8. This memorandum is not for public distribution; as certain items might imply incorrect treatment. The adjustments made are due to nuances in certain questions.
- 9. Where penalties are applied, the marks for that section of the question cannot be a final negative.
- 10. Where method marks are awarded for operation, marker must inspect reasonableness of answer.
- 11. Operation means 'check operation'. 'One part correct' means operation and one part correct. Note: check operation must be +, -, x, ÷, or per memo.
- 12. In calculations, do not award marks for workings if numerator & denominator are swapped this also applies to ratios.
- 13. In awarding method marks, ensure that candidates do not get full marks for any item that is incorrect at least in part. Indicate with a ⊠.
- 14. Be aware of candidates who provide valid alternatives beyond the marking guideline. Note that one comment could contain different aspects.
- 15. Codes: f = foreign item; p = placement/presentation.

These marking guidelines consist of 12 pages.

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QUESTION 1

1.1

Provide TWO documents that Zig Zag Traders will need from potential debtors before they will be allowed to open accounts.

Any two 🗸 🖌 accept recognisable abbreviations

- Identity document (ID)
- Salary advice slip / proof of income / proof of registration (student)
- Proof of residence (municipal bill / from statements) / residential address
- References / credit history / not listed on credit bureau / credit score / Income tax certificate (ITC)
- Bank statement (3 months)
- Criminal record (police clearance record)

1.2 Calculate: Correct closing balance of the Debtors' Control Account on 30 September 2021. Indicate changes with '+' for an increase, '-' for a decrease or '0' for no change.

PROVISIONAL BALANCE	228 000
(i)	+ 1 750 🗸
(ii)	0
(iii)	(62 500 – 65 200) two marks $-2700 \sqrt{2}$
(iv)	+ 7 000 $\checkmark \checkmark$ +3 500 one mark + 3 500 one mark
(v)	+ 5 200 🗸
(vi)	(250 – 700) two marks $-450 \sqrt{4}$
(vii)	0
	R238 800 🗹 one part correct; must include provisional balance
	Accept brackets for – sign; if no sign assume positive -1 foreign entries (max - 2); see ii and vi

Calculate: Correct amounts owed by the following debtors only:

DEBTOR	WORKINGS	ANSWER
A Barnes	(13 500 + 1 750 ✓ − 450 ✓)	14 800 ⊡*
C Davis	(25 000 + 3 500 ✓ + 3 500 ✓) or 7 000 two marks	32 000 ⊠*
E Foley	(18 300 – 2 500 ✓ – 7 850 ✓)	7 950 ⊠*

9

9

Pre-printed balances are not regarded as "one part correct" *one part correct

PROBLEM	NAME OF DEBTOR AND / OR FIGURES
\checkmark \checkmark \checkmark	Accept "other debtors" if figures are provided Accept name of debtor / figures if included with the problem
Not adhering to <u>credit terms /</u> slow payers	 J Blom; R20 000 > 30 days O. Mach; R4 000 > 90 days Other debtors: 42 864 > 60 days 28% of debtors do not comply with terms (66 864 / 238 800)
Exceeding credit limits	• Z Phi: Exceeds credit limit by R7 000 (limit R22 000; balance R29 000)
<u>Poor / ineffective internal</u> <u>controls</u> over debtors (Allowing defaulting debtors to buy on credit / exceed limits set)	 O. Mach: current purchase of R2 000 whilst R4 000 of balance > 90 days J. Blom: current purchase of R18 000 whilst R20 000 of balance > 60 days Other debtors with current purchases of R55 244 whilst R30 148 of balance is > 60 days and R12 716 > 90 days
 efficiency / job not done well Lack of supervision could lead to authorisation for returns / not app No division of duties – temptation 	$\sqrt{\sqrt{2}}$ part marks for incomplete / partial / unclear prmed by one person - could compromise p negligence / rolling over of cash / theft / no

TOTAL MARKS

QUESTION 2

2.1 PRUDY MANUFACTURERS

2.1.1 PRODUCTION COST STATEMENT FOR THE YEAR ENDED 28 FEBRUARY 2021

Direct material cost	1 494 000
Direct labour cost 647 400 x 100/78 or + 182 600	830 000 √ ☑ one part correct
Prime cost DMC + DLC	2 324 000 🗹
Pre-adjustment figure is not regarded as "one part correct"Factory overhead costno part marks on each sub-figure in workings520 280 - 22 400 \checkmark - 29 520 \checkmark + 2 640 \checkmark	471 000 ☑ one part correct
Cost of production of finished goods PC + FOHC	2 795 000 🗹

2.1.2 ABRIDGED STATEMENT OF COMPREHENSIVE INCOME (INCOME STATEMENT) FOR THE YEAR ENDED 28 FEBRUARY 2021

Sales	4 433 600
Cost of sales 72 000 +2 795 000 see PCS (2.1.1) - 96 000 award ONE method mark for one part correct	(2 771 000) ⊡⊡*
Gross profit Sales - COS	1 662 600 🗹
Pre-adjustment figures are not regarded as "one part correct" Other expenses Ignore brackets	(462 000) ⊠*
Selling and distribution costs 224 960 + 19 680 ✓ - 2 640 ☑ see FOHC above	242 000 ⊡*
Administration cost 187 760 + 22 400 ✓ + 9 840 ☑ 98 400 x 10% / if 50% of SDC	220 000 ⊠*
Net profit for the year GP – OE	1 200 600 🗹

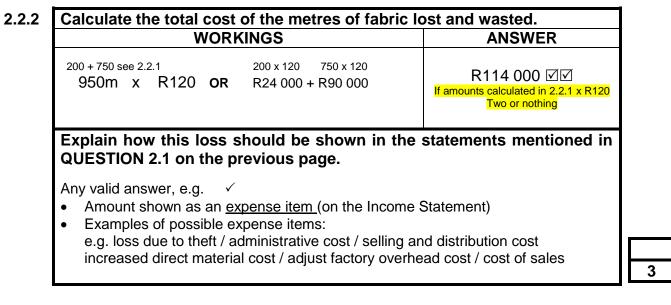
*one part correct



6

2.2 **CONTROL OF RAW MATERIAL**

2.2.1 Calculate the metres of fabric:	Internal control strategy √ √ * do not accept "install cameras"
Missing from the storeroom $^{1\ 050}_{(2\ 700\ +\ 10\ 800\ -\ 12\ 450)\ -\ 850}_{=\ 200\ metres\ \checkmark\ \ensuremath{\boxtimes}\ \ensuremath{\boxtimes}\ \ensuremath{\boxtimes}\ \ensuremath{\boxtimes}\ \ensuremath{\boxtimes}\ \ensuremath{\otimes}\ \ensuremath{\boxtimes}\ \ensuremath{\otimes}\ \ensuremath{\boxtimes}\ \ensuremath{\boxtimes}\ \ensuremath{\otimes}\ \ensuremath{\otimes}\ \ensuremath{\boxtimes}\ \ensuremath{\boxtimes}\ \ensuremath{\otimes}\ \ensuremath{\boxtimes}\ \ensuremath{\otimes}\ \ensure$	 Physical counts / random inspections / keep detailed stock records / control or monitor the movement of fabric Rotation / division of duties / storeroom manager to be accountable Improve security at receipt / dispatch points / limit access to storeroom Storeroom staff to have lockers (no bags allowed in storeroom)
Wasted in the factory $7\ 800\ x\ 1,5\ metres$ 12 450 - 11 700 = 750 m \checkmark one part correct OR 12 450 / 1,5m $8\ 300\ -7\ 800\ 500\ x\ 1,5m$	 Improve training Use cutting patterns / technology Improve supervision Make use /or buy good quality material Effective use of off-cuts Incentives for minimizing wastage Regular servicing of machines



2.3 **ROSEMARY'S TOY FACTORY**

2.3.1 Provide a calculation to confirm that the break-even point for the 2021 financial year is correct. = 3 556 units 224 000 ✓ 255 √ - 192 √ 63 two marks Numerator and denominator must be marked as such OR Sales at BEP Total FC VC at BEP (255 x 3555,55) (192 x 3 555,55) 906 665 - 224 000 - 682 665 = 0 one mark one mark one mark

2.3.2	Explain why Rose break-even point. (mary is pleased with the production level, sales and Quote figures.	
		 Figures $\sqrt{}$ part marks for incomplete / partial / unclear responses n (and sales) and BEP for four marks 	
	 on 1 344 units Made a profit (inc compared to 500 (168,8%) 	d 1 344 units above the BEP (4 900 $-$ 3 556) / making a profit sludes production and sales) on 1 344 units (4 900 $-$ 3 556) in 2021 units (4 000 $-$ 3 500) in 2020 / profit on an additional 844 units	
	(500 x R64) in 202Sales / production	etion and sales) was R84 672 (1 344 x R63) in 2021 and R32 000 20; an increase in of R52 763 (164,8%) increased by 900 units (4 900 – 4 000) / by 22,5% whereas BEP 56 (3 556 – 3 500) / by 1,6%. – good control over costs.	
	Comparison of uni	nly ONE of: (max 2 marks) es increased from R960 000 to R1 249 500 (R289 500 / 30,2%) its produced only (4 900 – 4 000) / by 900 P only (3 556 – 3 500) / by 56	4
2.3.3	Explain to Rosema to R45,71.	ry why the fixed cost per unit decreased from R56,00	
	 Economies of sca decrease Increased product due to fixed cos production The average fixed 	entions or explains economies of scale $\sqrt[4]{}$ Two marks or nothing ale: As more units are produced, fixed cost per unit would ion (by 900 units) resulted in a decrease in fixed cost per unit, it remaining fairly constant or not influenced by levels of a cost per unit would decrease as units produced increases /	2
2.3.4	Rosemary made improve the busine	onstant) are divided by a large number of units. deliberate decisions regarding variable costs to ess. Explain the decisions that she might have taken d how these could have had positive effects on the	
	Cost	Comment and positive effect (with figures) Unit costs must be compared (not the total amounts for cost items)	
	Direct material	Increased from R80 to R100 per unit / by R20 / 25%	1
	Cost Comment (with figure) ✓ Positive effect ✓	 Improved quality of teddy bears; justifies price increase Better quality – satisfied customers – less returns – improved sales – higher profits 	
	Direct labour cost	Decreased from R72 to R56 per unit / by R16 / 22,2%	
	Comment (with figure) ✓ Positive effect ✓	 Improved efficiency through training Better supervision of normal-time targets / more control over overtime. Shift from physical labour to machines 	
	Selling and	Increased from R24 to R36 per unit / by R12 / 50%	1
	Comment (with figure) ✓ Positive effect ✓	 More advertising increased sales Delivering to a wider area / offered free delivery Commission to motivate sales persons 	6
	distribution cost Comment (with figure) ✓	 Increased from R24 to R36 per unit / by R12 / 50% More advertising increased sales Delivering to a wider area / offered free delivery 	

TOTAL MARKS 45

QUESTION 3

3.1 DEBTORS' COLLECTION SCHEDULE Calculate the amounts denoted by (a)–(c)

	Credit Sales R	December 2021 R	January 2022 R	Bad debts	
Oct 2021	308 000	67 760		(a) 13 860√√	
Nov 2021	319 200	143 640	70 224		
Dec 2021	364 000	103 740	(b) 245 700√√		
Jan 2022	352 800		(c) 150 822√√		
		315 140			

3.2 Calculate the amounts denoted by (a)–(c) on the Cash Budget.

(a) Rent income for December 2021:		
	WORKINGS	ANSWER
	20 056 x 100/109 or 20 056 – 1 656	18 400 ✓ ☑ one part correct
(b)	Payment to creditors in January 2022	
	WORKINGS	ANSWER
	456 000 ✓ x 80% ✓	364 800
OR	456 000 - 91 200 (20% of 456 000) one mark one mark	one part correct
(c)	Payment for cleaning services in Januar	ry 2022
	WORKINGS	ANSWER
15 5	10 ✓ x 100/165 ✓ x 105/100 ✓	9 870 ☑ one part correct
OR	one mark one mark <u>15 510</u> x <u>105</u> <u>165</u> one mark (as denominator)	Accept: 9 400 as a final answer: three marks; 9 400 + 470; four marks; 9 400 + any other amt: three marks only

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3.3	Workload of employees:	
	Provide TWO points that Brian can explain to his sales staff to justify his plan. Quote figures. Be aware of alternative ways of expressing statistics	
	TWO points (with figures) $\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{\sqrt{$	
	 He budgeted for 230 customers; only 175 was recorded / 55 less (23,9%) / 76% Sales was less than budgeted (798 000 – 707 000) / by R91 000 / 11,4% Salaries are set at a basic rate of R16 400 per worker (cost the business when budgeted sales are not achieved) 	
	 Assuming 5 workers (including driver) Each worker was expected to attend to 46 customers (230/5); but the actual is an average of 35 customers (175 /5) / 11 less / 23,9% Retrenching one person will not affect the expected workload of the remaining 4 workers, projecting an average of 44 (175/4) customers (expected 46) 	
	 Assuming 4 sales staff (excluding driver) Each worker expected to attend to 58 (230/4) but actual is 44 (175/4) / 14 less / 24% If one is retrenched, the average customers per worker is 58 (175/3) customers; same as the expected 58 (230/4). 	4
	Explain why the repair staff members are not satisfied with their workload. Quote figures. Be aware of alternative ways of expressing statistics	
	ONE point \checkmark figures $\checkmark\checkmark$	
	 They are over-worked. Customers (from 70 expected to 136-actual) / 66 more than expected / 94% more / 194%. Customers prefer to repair rather than buy. They are expected to attend to 35 customers per worker but attended to 68 customers (an average of an additional 33 customers per worker) Fee income is R34 000 more than expected / 66 000 – 32 000 / 106% Wages fixed at a basic rate of R5 500 per worker – not influenced by workload / commission, and is R10 900 less than a sales worker. 	3
	What suggestions can you offer to solve the problem of the workload of employees? Provide TWO points.	
	TWO different points $\sqrt{\sqrt{2}}$ $\sqrt{\sqrt{2}}$ part marks for incomplete / partial / unclear responses	
	 Train the sales staff member to do repairs Suggest incentive bonuses / overtime pay Negotiate a better wage package / commission 	
	 Train staff to work in other departments / rotation Employ temporary staff / casual workers / employ more workers 	4
3.4	Sales trends:	
	Comment on the cash and credit sales figures for November 2021. Explain why Brian is concerned. Quote figures.	
	 Comment on both cash sales ✓ and credit sales ✓ (with comparison of budget and actual figures) ✓ Comment on cash sales only (with comparison of budget and actual figures) one mark Comment on credit sales only (with comparison of budget and actual figures) one mark Expected responses for 3 marks: Cash sales are lower than expected by R336 800 / 70,3% / (478 800s - 142 000) whilst credit sales are higher than expected by R245 800 / 77% / (565 000 - 	

Cash sales are now only 20% of total sales (142 000/707 000) expected 60%; whilst credit sales are now 80% of total sales (565 000 / 707 000); expected 40%



319 200\$)

3.5 Comment on the control over fuel for the delivery vehicle and the consumable stores used for repairs. Quote figures.

	COMMENT (with figures)	
EXPENSE	COMMENT (with figures)	
	Explanation 🗸 🗸	
	Figures: must compare budget to actual percentages $\checkmark \checkmark \checkmark \checkmark$	
	Allocate ONE mark for relevant total amounts for EACH expense	
Fuel for	Fuel expense is not well controlled, assuming that all	
	customers require delivery	
delivery vehicle	customers require delivery	
	 Budgeted at 2,6% of total sales (20 800/798 000); actual 	
	was 2,8% of actual sales (19 900/707 000)	
	• Total sales less than budgeted by 11,4% / by R91 000	
	Fuel is less than budgeted by 4,3% / by R900	
	Fuel is less than budgeted by 4,3 % / by K900	
Consumable	Efficient control over consumable stores / well controlled /	
stores for	indication of minimal wastage	
repairs		
repairs	• Budgeted to spend 25% of fee income (8 000/32 000);	
	S	
	actual usage was 18,3% (12 100/66 000)	
	• Fee income is more than budgeted by 106% / by R34 000	
	Consumable stores are only 51,3% more than the	
	•	
	budgeted amount / by R4 100.	

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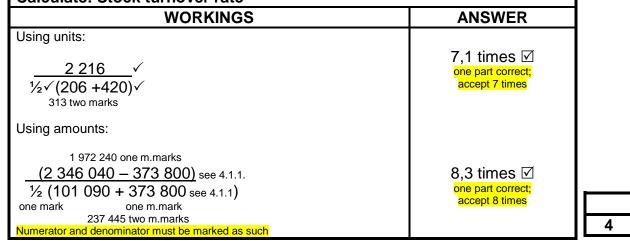
TOTAL MARKS 35

QUESTION 4:

WORKINGS	ANSWER
$\begin{array}{r} 2\ 346\ 040\ four\ marks\\ 2\ 182\ 700\ two\ marks\\ 60\ x\ 900\ 2\ 490\ x\ 25\\ \hline 101\ 090 \checkmark + 2\ 236\ 700 \checkmark - 54\ 000\ \checkmark + 62\ 250\ \checkmark \qquad x\ 420\\ 2\ 636 \checkmark \fbox \ one\ part\ correct\\ 206\ + 2\ 490\ - 60\end{array}$	R373 800 ☑ One part correct must be x 420
Numerator and denominator must be marked as such	
OR : R890 six marks x 420	

4.1.2

2 Calculate: Stock turnover rate



4.1.3 Comment on the stock turnover rates for boots and sandals and identify the major problem relating to EACH product. Quote figures.

the major	joi problem relating to EACH product. Quote rightes.		
	COMMENT ON STOCK HOLDING RATE (WITH FIGURES) Comment ✓ ✓ Figures ✓ ✓	IDENTIFY MAJOR PROBLEM Explanation of problem ✓ ✓ Figures are not necessary; may enhance the quality of responses	
Boots	 STR of 2 (average every 6 months) experiences slow sales / generating good gross profit (R1 122 300) Mark-up of 80% may be too high; expensive for customers – (exclusive clientele) 	Too much stock on hand (62% of total closing stock) / Money tied up in stock (R708 400) will impact on liquidity / also a security risk / theft / can become obsolete.	
Sandals	 STR is 76 (every 5 days); Low mark-up of 33,3% makes this very affordable / in demand; hence sandals are a good seller 	Business is not meeting the orders (3 600 not supplied (15 000 – 11 400) / Not enough stock on hand to meet orders / may run out of stock / Loss of revenue of R1 728 000 (could have a negative impact on liquidity.	

4.2 FIXED ASSETS

4.2.1 List THREE points for good internal control over movable fixed assets.

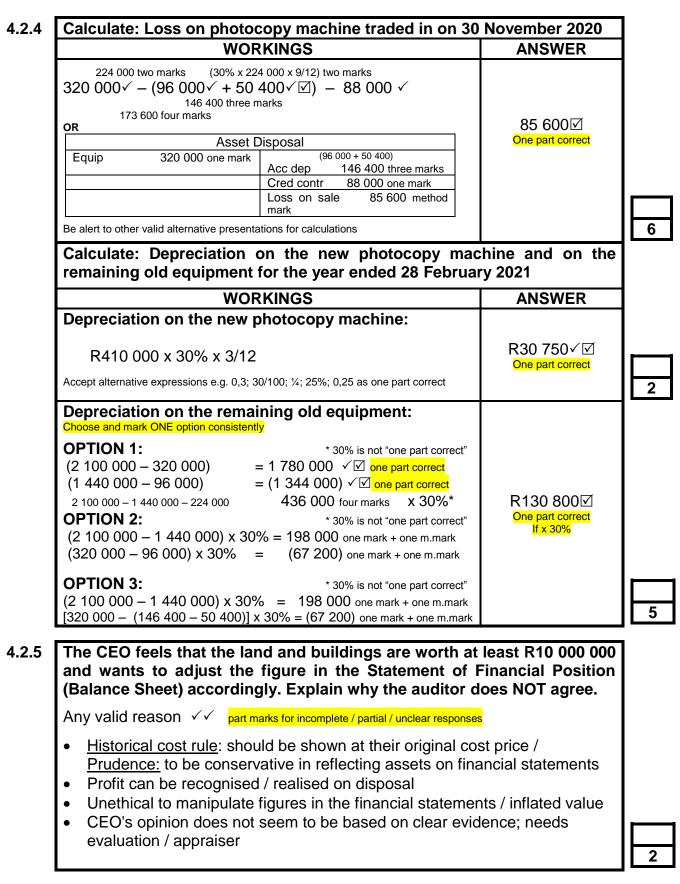
Any THREE valid points $\checkmark \checkmark \checkmark$ Accept short, <u>specific</u> statements; do not accept general statements e.g. "good management" or "division of duties"

- Maintain an updated fixed asset register / depreciation / carrying value / condition
- Regular physical inspection / count the items / identification tags (barcodes)
- Service and maintenance plans, and ensure that this is done regularly
- Insurance plan to cover loss / damage / accidents
- Keep a log book and mileage / install tracking devices
- Note drivers / users in a register / authorisation for use / record of time in/out.
- Only trained personnel to use technical equipment
- Cameras to monitor use of equipment
- Secure premises for storage / locked garage / alarm system in premises

1.2.2	Calculate: Cost of land and buildings purchased WORKINGS	ANSWER
	6 250 000 - 5 500 000 R750 000 ✓ - 60 000 ✓	
		R690 000 √

4.2.3	Calculate: Depreciation on vehicle for year ended 28 February 2021			
	WORKINGS	ANSWER		
	R480 000 x 25% = R120 000; but carrying value is R30 000 Maximum permitted: R30 000	R30 000 – R1 R29 999 √√	F	

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TOTAL MARKS 40