Name :	Index Number :	Class:
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Clementi Town Secondary School Preliminary Examination 2024 Secondary 4 & 5



PRINCIPLES OF ACCOUNTS Paper 1

7087/01 11 September 2024 1 hour

Candidates answer on the Question Paper. No Additional Materials are required.

CLEMENTI TOWN SECONDARY SCHOOL CLEMENTI TOWN SECONDARY SCHOOL

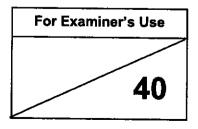
READ THESE INSTRUCTIONS FIRST

Do not open the booklet until you are told to do so. Write your name, index number and class on all the work you hand in. Write in dark blue or black pen.
The use of an approved calculator is allowed.
Do not use staples, paper clips, glue, or correction fluid.

Answer all questions.

The businesses described in this question paper are entirely fictitious.

The number of marks is given in brackets [] at the end of each question or part question. The total number of marks for this paper is **40**.



		isiness selling electronic products. s on credit from Harly Norman Wholesale Electrical.
The follow	ring transaction	ns took place during the month of June 2024.
6 June	Rachel purch	nased electrical goods, list price \$3 000 and received a trade
	discount of 1	0%.
9 June		ned some damaged electrical goods, list price \$600 bought on
		arly Norman Wholesale Electrical.
15 June	Rachel paid	\$1 836 by cheque, as full settlement for the amount owing.
REQUIRE	:D	
(a) State	the type of bus	siness Rachel had started.
		[1]
(b) Comp	lete the follow I each of the tr	ing table to name the source document that Rachel would use to ransactions on the following dates.
		Source document
6	June	
9	June	
15	June	
		[3]
(c) State	the purpose of	f a trade discount.
,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
	.,,	[1]
(d) Calcu	late the percei	ntage of the cash discount on 15 June 2024.
		[2]

On 20 June 2024, Rachel received a call from Harly Norman Wholesale Electrical, informing her that the cheque of \$1 836 has been dishonoured.

(e)	State two reasons why a cheque may be dishonoured.
	[2
	[Total: 9

2	John runs a business provides plumbing services.	The business has a financial year
	end of 30 June 2024.	

The plumbing fee income received during the year was \$86 400.

John provided plumbing services, which amounted to \$1 760, which had not been received by the business at the end of the financial year.

(a)	Name an services.		accounting th	eory applied w	hen accounting fo	r the provision of
	Name:			• • • • • • • • • • • • • • • • • • • •		••••
	Explanati	ion:				•••••
						[2]
(b)	State the the incon	double entry ne summary f	required to re or the year en	cord the transf ded 30 June 2	er of the plumbing 024.	fee income to
	Narration	is not require	ed.	Journal		
	Date 2024			Oddina	Debit \$	Credit \$
	Jun 30					
Ì	-					
-						
Į						[2]

(c)	Prepare the \$1.7	an extract of the statement of f 60 of plumbing fees income that	inancial pos had not be	sition as en receiv	at 30 June ved.	2024 to show
		Extract of Statement of Fina	ncial Positio	on as at (30 June 202	4
	************		************	••••••	•••••••	
			•••••		*************	
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	•••••		•••••	••••••	••••••••••	
				••••••	••••••	[2]
	John als	o provided the following ledger a				
	Date	Rent expense a	ccount Debit	Credi	Balance	
	2023 Jul 1	Rent expense payable	\$	\$ 3000	\$ 3000	Cr
	2024 Mar 23 Jun 30	Cash at bank Rent expense payable	23 000 5 000		20 000 25 000	Dr Dr
RE	QUIRED					
(d)	Interpret	the entries in the rent expense a	account on:			
	(i) 1 Jul	y 2023				
	•••••				•••••••	*************
	*****		•••••	••••••	•••••	[1]
	(ii) 23 M	arch 2024	,	• • • • • • • • • • • • • • • • • • • •	••••••	•••••
		une 2024				· -
		•••••••••••••••••••••••••••••••••••••••				

(e)		lyse the effect of not making an adjustment for rent expense payable on lune 2024 on:
	(i)	Profit for the year
	(ii)	Statement of financial position
		[1]
		[Total: 11

3	Sofia runs a business selling flowers. The business has a financial year end of 31 July.
	The following balances were extracted from the books of the business as at 31 July
	2024.

	\$
Inventory	14 200
Trade receivables	25 000
Allowance for impairment of trade receivables	1 700
Office equipment	5 000
Cash at bank	800
Prepaid rent	1 500
Trade payables	2 300
Wages payable	9 100
Bank loan	30 000
Current portion of long term borrowings	10 000

	Calculate the following for the year ended 31 July 2024. Show your answers to two decimal places.			
(i)	Current ratio			
		[2		
(ii)	Quick ratio			

Sofia has provided the following information about her business for the two years ended 31 July 2022 and 31 July 2023.

Current ratio Quick ratio	31 July 2022 2.13 0.72	31 July 2023 1.92 0.98
(b) Evaluate the change	e in liquidity of Sofia's t	ousiness between

b)	Evaluate the change in liquidity of Sofia's business between 31 July 2022 to 31 July 2024.
	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	[5]

:)	Explain two ways in which Sofia could further improve the liquidity of the business.
	······
	••••••
	[Total:

4	Kathy is a sole proprietor. Her business has a financial year end of 31 De	cember.
	The business provided the following information at 1 January 2023.	

	Ф
Office equipment	16 400
Cash at bank	9 700
Trade receivables	20 800
Trade payables	7 900
Inventory	13 400
Bank loan	17 000
Capital	?

On 4 June 2023, Kathy contributed a motor van, costing \$16 000, to the business.

On 17 August 2023, Kathy withdrew inventory, costing \$800, for her personal use.

On 30 September 2023, Kathy withdrew \$400 from the business bank account for her personal use,

The loss for the year ended 31 December 2023 was \$8 500.

[1]
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[1]
nation
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ed to
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[1]

(e)	Define 'equity'.
(A	Coloulate Kethyle and the second of the seco
(i)	Calculate Kathy's capital as at 1 January 2023.
	[1]
/a\	Propore the emital account to the last state of the state
(9)	Prepare the capital account in the books of Kathy for the year ended 31 December 2023.
	Capital account
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	•••••••••••••••••••••••••••••••••••••••
'	[3]
	[Total: 9]

Name :	Index Number :	Class:
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Clementi Town Secondary School Preliminary Examination 2024 Secondary 4 & 5



PRINCIPLES OF ACCOUNTS Paper 2 INSERT

7087/02 11 September 2024 2 hours

CLEMENTI TOWN SECONDARY SCHOOL CLEMENTI TOWN SECONDARY SCHOOL

READ THESE INSTRUCTIONS FIRST

This insert contains the data for Question 1.



Data for Question 1 : Clementi Town 2024 Paper 2 (Insert)

Ping runs a consultancy business, Ping Consultancy Services Pte Limited. The following balances were extracted from the books of his business on 31 December 2023.

	\$
Fixtures and fittings	90 000
Office equipment	22 000
Accumulated depreciation	
Fixtures and fittings	35 000
Office equipment	8 000
Consultancy fee revenue	115 000
Rental expense	36 000
Utilities expense	23 600
Wages and salaries	27 000
Trade receivables	22 500
Allowance for impairment of trade receivables	2 200
Trade payables	5 900
Cash at bank (debit balance)	7 400
Share capital, 120 000 ordinary shares	30 000
Retained earnings, 1 January 2023	17 700
Advertising income	4 700
6% bank loan	10 000
U/U DUIN IOUIT	

Additional information

- Fixtures and fittings are depreciated using the using the straight-line method. The fixtures and fitting have a scrap value of \$20 000 and an estimated useful life of 10 years.
- Office equipment is to be depreciated at 15% per annum using the reducing-balance method.
- 3 Utilities expense, \$600, was prepaid and wages and salaries, \$2 000 were owing.
- 4 Consultancy fee revenue, \$8 200, had been received in advance.
- The allowance for impairment of trade receivables is to be maintained at 5% of the trade receivables.
- The bank loan was obtained on 1 April 2023. Interest on the bank loan for the year to 31 December 2023 had not yet been paid.
- 7 The company declared a dividend of \$0.03 per share. This will be paid on 4 January 2024.

Name :	Index Number :	Class:
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Clementi Town Secondary School Preliminary Examination 2024 Secondary 4 & 5



PRINCIPLES OF ACCOUNTS Paper 2

7087/02 11 September 2024 2 hours

Candidates answer on the Question Paper.
Additional Materials: Insert

CLEMENTI TOWN SECONDARY SCHOOL CLEMENTI TOWN SECONDARY SCHOOL

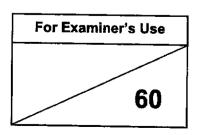
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Write in dark blue or black pen.
The use of an approved calculator is allowed.
Do not use staples, paper clips, glue or correction fluid.

Answer all questions.

The businesses described in this question paper are entirely fictitious.

The number of marks is given in brackets [] at the end of each question or part question. The total number of marks for this paper is **60**.



Answer all questions.

1 Refer to the Insert for data for Question 1.

(a) Prepare the statement of financial performance for the year ended 31 December 2024.
Ping Consultancy Services Pte Limited Statement of Financial Performance for the year ended 31 December 2024
•••••••••••••••••••••••••••••••••••••••

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[9]

	Statemer	Ping Cons nt of Finan	sultancy	Services	Pte Lim	ited	004	
	Statemen	it oi Fillari	iciai Pos	ition as a	at 31 Dec	ember 2	024	
	***************************************	••••••••	• • • • • • • • • • • • • • • • • • • •		•••••	• • • • • • • • • • • • • • • • • • • •	· · · · • • · · · · · · ·	•••••
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[Total: 20]

Lisa The	runs a logistic business with a financial year end of 31 following balances were taken from the books, on 1 Jar	December 2023. nuary 2023.
	Motor vehicles Accumulated depreciation of motor vehicles	\$ 72 000 34 000
The annu	business depreciates motor vehicles using the reducingum.	g balance method at 10% per
On 1	October 2023, the business sold one of its motor vehic	cles for \$4 600 by cheque.
The	motor vehicle was bought on 1 January 2021, costs \$8	000.
The	business does not charge depreciation in the year of the	ne sale.
REC	QUIRED	
(a) \$	State two causes of depreciation.	
	•••••	
		•••••••••••
[[2]	
(b) (State two sources of non -accounting information that deciding which non-current asset to buy.	the business might use when
·		
	[2]	
(c)	Name and explain the accounting theory applied by depreciation expense.	the business when charging
	Name	
	Explanation	

2

(d)	[2]	alculate the gain or loss on the sale of motor vehicle on 1 October 2023.
	•	
	 [2]	······································
(e)	Ca De	alculate the depreciation expense on the motor vehicle for the year ended 31 ecember 2023.
	•••	
	[2]	
Dui incl	ring lude	the year, Lisa extended her shop premises at a cost of \$26 700. She had ed the total cost in the business's statement of financial performance.
inci	uae	the year, Lisa extended her shop premises at a cost of \$26 700. She had ed the total cost in the business's statement of financial performance.
RE	uae QU	ed the total cost in the business's statement of financial performance.
RE	uae QU	ed the total cost in the business's statement of financial performance.
RE	QU Sta	ed the total cost in the business's statement of financial performance. IRED ate one difference between capital and revenue expenditure.
RE	QU Sta	IRED ate one difference between capital and revenue expenditure.
RE (f)	QU Sta	IRED ate one difference between capital and revenue expenditure.
RE (f)	QU Sta	IRED ate one difference between capital and revenue expenditure.
RE (f)	Sta	IRED ate one difference between capital and revenue expenditure. allyse the effect and amount of including the cost of the shop extension in the
RE (f)	Sta	IRED ate one difference between capital and revenue expenditure. alyse the effect and amount of including the cost of the shop extension in the tement of financial performance on the following:

(ii)	Ion-current asset	
	[1]
	[Total: 1	4]

3	Leon runs a business selling children's clothes.
	He provided the following information about his business for the two years ended 30 Apri

He provided the following information about his business for the two years ended 30 April 2023 and 2024.

ZUZ) and 2024.		
		30 April 2023 \$	30 April 2024 \$
	Cost of sales Ending inventory	120 000 42 500	109 000 47 400
REC	QUIRED		
(a) (Calculate the rate of inventory answer to two decimal places.	turnover for the year ende	d 30 April 2024. Show your
			••••••
		.,	
			[2]
	n also provided information ab April 2024	out his competitor, Kid's Wo	orld for the year ended
	Rate of inventory turnover	Kid's World 3.71 times	
REC	QUIRED		
	Evaluate the efficiency in invi World.	entory management for Le	on and his competitor, Kid's
		•••••••••••••••••••••••••••••••••••••••	
	•••••		

			,

.....[4]

Whom proposing the business of		
,	••••••	

When propering the business Co		[2]
When preparing the business financial state Leon discovered the following errors.	ements for the month er	nded 31 May 2024,
1 Cheque payment for salaries, \$1 680 had	d been recorded as \$1 86	50 .
Interest income, \$700, received in cash and debited to interest income account.	had been credited to ca	ash in hand account
3 Telephone bills for Leon's personal mob telephone expenses of the business.	ile subscription, \$230, ha	ad been recorded as
The cost of sales of \$4 700 was omitted. the business books.	The sales revenue was	correctly recorded in
REQUIRED		
	4	
(d) Prepare the journal entry to correct errors Error 1	1 and 2. A narration is n	ot required.
LITOI		
	Debit \$	Credit \$
Error 2		[2]
	Debit	Credit
	\$	\$
		[2]

(e) Complete the following table to show the effect of errors 3 and 4 on the profit **before** correction. If there is no effect, place a tick (✓) in the No effect column.

When there is an effect on the profit before the correction, indicate the amount by which the profit is overstated or understated.

	Overstated \$	Understated \$	No effect
Error 3			
Error 4			
			[2

[Total: 14]

4	Kalina runs a trading business buying and selling milk powder.
	She uses the First-In-First-Out (FIFO) method to record her inventory.

On 1 May 2024, the inventory showed a balance of \$3 600 for 90 cans of milk powder. All purchases and sales are on credit.

The purchases in May are shown below:

2024 May 4	Quantity purchased (cans) 125	Total cost of inventory purchased (\$) 6 000
8	155	7 000
17	80	3 500
19	70	2 900
25	50	2 000

On 18 May 2024, 370 cans of baby milk powder were sold at \$21 000.

REQ	ŲΙ	R	E	D
-----	----	---	---	---

N.E	MOIKED		
(a)	Explain why businesses keep inventories.		
			. [1]
(b)	State the double entry to record the credit	purchases of inventory.	
[Account to be debited	Account to be credited	
			ī
(c)	Calculate the cost of sales for the transact	tion on 18 May 2024.	[2]
		•••••	[2]

As part of her efforts to expand the range of milk powder, Kalina has provided the following information about the brands she is considering.

	B Strong	HS Energy
Cost per unit	\$25	\$30
Gross profit margin	30%	50%
Day sales in inventory	12.3 days	14.9 days
Nature of product	Contain A2 protein for easy digestion.	Contain DHA known to support brain and eye development.
	Available in vanilla and strawberry flavours.	Available in one flavour only.
Storage	Use contents within 45 days of opening.	Use contents within 21 days of opening.

Kalina also discovered the following customer preferences in her research:

- 1. There is a strong demand for milk that is easier for babies and toddlers to digest.
- 2. Additionally, there is a growing demand for milk powder with a shorter expiry date as this indicates freshness of the milk powder.
- 3. Customers are also seeking milk powder that can aid in developmental growth.

(d)	Recommend whether Kalina should buy B Strong or HS Energy. Justify your decision with three reasons.

	······································
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[7]
[Total: 12]

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CTSS 2024 4E5N Prelim

Paper 1 Suggested Solutions

Question 1

- a) Trading business ✓
- b)

	Source document	
6 June	Invoice ✓	-
9 June	Credit note ✓	
15 June	Receipt/ remittance advice/ payment voucher ✓	

- c) The purpose of a trade discount is to encourage (Any one of the following \checkmark):
 - Customer to buy in bulk
 - Customer's patronage
 - Customer's loyalty

d)

Amount owing = $(3000 - 600) \times 90\% = 2160$ \checkmark

Percentage of discount received

= 2160 - 1836)/ 2160 x 100% = 15% (For correct answer ✓)

- e) Any two of the following ✓✓:
 - Payer's bank account has insufficient funds / is closed / is frozen
 - Cheque has expired
 - Cheque is post-dated
 - Incomplete information on the cheque (missing date / signature / amount paid)
 - Inconsistent information on the cheque (amount written in figures does not match amount written in words)

[Total: 9]

(a) Revenue recognition theory. ✓

Revenue is earned when goods have been delivered or services have been provided. ✓

(b)

Journal

Date 2024		Debit \$	Credit \$
Jun 30	Plumbing fee income (86400+1760)	88 160 ✔	
	Income summary		88 160 🗸

(c)

Extract of Statement of Financial Position as at 30 June 2024

Current asset ✓
Plumbing fee income receivable

1 760✔

(d)

(i) 1 July 2023

Rent expense payable of \$3 000 was still owing from the previous financial year ending 30 June 2023 to be paid in this financial year ✓.

(ii) 23 March 2024

There is a cheque payment ✓ of \$23 000 for rent expense.

(iii) 30 June 2024

Rent expense of \$5 000 incurred but not yet paid ✓for the current financial year ending 30 Jun 2024.

(e)

- (i) Profit for the year will be overstated by \$5000. ✓
- (ii) The current liabilities will be understated by \$5000. ✓

[Total: 11]

(ai) CA = 14200 +25000 -1700 +800 +1500 = \$39800 CL = 2300 +9100 +10000= \$21400

Current ratio

- = current assets / current liabilities 🗸
- = 39800 / 21400
- = 1.86 🗸
- (aii) Quick ratio
 - = current assets inventory prepayments / current liabilities 🗸
 - = 39800 14200 1500/ 21400
 - = 1.13
- (b)

Ρ

The current ratio has worsened from the three years from 2.13 in 2022 to 1.92 in 2023 to 1.86 in 2024. ✔

Ε

This is below the general benchmark of 2 in 2024, which suggest that the business have insufficient current assets to pay for its immediate debts in 2024. ✔

P

However, the quick ratio of the business has improved over the three years from 0.72 in 2022 to 0.98 in 2023 to 1.13 in 2024. ✓

E

This is above the bench of 1 in 2024, which suggest that the business is has sufficient quick assets to pay for its immediate debts in 2024. ✔

In conclusion, the liquidity of the business has improved from 31 July 2022 to 31 July 2024.

✓

- (c) Sofia could:
 - 1) Increase sources of cash by obtaining cash contribution from owner or shareholders/ obtain a long-term loan/ sell excess non-current assets for cash. ✓
 - 2) Manage cash outflow by reducing operating expenses/ Negotiating for better credit terms from supplier. ✓

Question 4

[Total: 11]

- (a) When the sole proprietor, incurred debts and losses incurred, the sole owner is obliged to pay them using his personal assets. ✓
- (b) Any one of the following ✓

- Limited liability partnership
- Private limited company
- (c) Any one of the following 🗸
 - Shareholders
 - Managers
 - Employees
 - Lenders
 - Suppliers
 - Customers
 - Government
 - Competitors
- (d) Going concern theory 🗸
- (e) Equity is the claim by the owner on the net assets of the business.
- (f) Capital = (16400 + 9700 + 20800 + 13400) (7900 + 17000) = 35400

		Capital		
Date	Particulars	Dr (\$)	Cr (\$)	Bai (\$)
2023				
Jan 1	Bal b/d			35400 CR
	-		16000	
Jun 4	Motor vehicle		~	51400 CR
Dec 31	Drawing	1200 🗸		50200 CR
Dec 31	Income summary	8 500 🗸		41700 CR
2024				
Jan 1	Bal b/d			41700 CR

[Total: 9]

CTSS 2024 4E5N Prelim

Paper 2 Suggested Solutions

Question 1

(a)

Ping Consultancy Services Pte Limited Statement of financial performance for year ended 31 December 2023

			_
	\$	\$	
Consultancy fee revenue (-8200)		106 800	✓
Other income			
Advertising income		4 700	✓
Less: Other expenses			
Rental expense	36 000		/
Utilities expense (-600)	23 000		
Wages and salaries (+2000)	29 000		1
•			٧.
Depreciation of fixtures and fittings [(90 000 – 20 000)/10]	7 000		✓
Depreciation of office equipment [15% x (22 000 – 8 000)]	2 100		1
Reversal of impairment loss on trade receivables			
[5% x (22 500 -0) - 2 200]	(1 075)		./
•	, ,		•
Interest expense (9/12 x 6% x 10000)	450	96 475	✓
Profit for the year		15 025	
	_		_

(b)

Ping Consultancy Services Pte Limited Statement of financial position as at 31 December 2023

Assets	Cost	Acc Dep	NBV	
Non-current assets	\$	\$	\$	
Fixture and fittings	90 000	(42 000)	48 000	✓
Office equipment	22 000	(10 100)	11 900	✓
			59 900	
Current assets				
Trade receivables	22 500			
Less: allowance for impairment of trade receivables	(1 125)	21 375		✓
Prepaid utilities		600		✓
Cash at bank		7 400	29 375	
Total assets			89 275	
		•		
Equity and liabilities				
Shareholder's equity				
Issued share capital, 120 000 ordinary shares		30 000		
Retained earnings (17 700+15 025 OF ✓- 3 600✓)		<u>29 425</u>	59 425	
Non-current Liabilities				
Long term borrowings			10 000	✓
Long term borrowings				
Current Liabilities				
Trade payables		5 900		
Consultancy fee received in advance		8 200		✓
Wages and salaries payable		2 000		✓.
Dividends payables (120 000 x 0.03)		3 600		✓.
Interest payable		450	19 850	. 🗸
Total equity and liabilities			89 275	

[Total: 20]

- (a) Any two of the following: ✓✓
 - Usage
 - Wear and tear
 - Obsolescence
 - Legal limits
- (b) Any two of the following: ✓✓
 - Purpose of non-current asset
 - · Features of non-current asset
 - Customer's review
 - Warranty
- (c) Matching Theory ✓

In line with the matching theory, a portion of the original cost of the non-current asset is recorded as depreciation expense, so as to match against the income earned in the same financial period to determine the profit for the period. ✓

- (d) Depreciation for first year = 10% x (8000 0) = 800
 Depreciation for second year = 10% x (8000 800) = 720
 Total depreciation = 800 + 720 = 1520 ✓
 Loss on sale of motor vehicle = 4600 (8000 1520) = 1880 ✓
- (e) Depreciation expense = $10\% \times [(72000 8000) (34000 1520)] \checkmark = 3152 \checkmark$

(f) Any one of the following: ✓

	Capital expenditure	Revenue expenditure
Definition	Expenditure incurred to increase earning capacity of the business	Expenditure incurred to maintain productive life of non-current assets
Consists of	 Costs to buy and bring the non-current assets to their intended use Costs to enhance the non-current assets 	Costs to operate, repair and maintain the non-current assets in working condition
Benefits	Provides benefits for more than a year	Provides benefits which will be used within one year
Recorded as	Non-current assets in the Statement of Financial Position	Expense in the Statement of Financial Performance

- (g)
- (i) The profit will be understated by \$26700 ✓
- (ii) The non-current asset will be understated by \$26700 ✓

[Total: 14]

(a) Rate of inventory turnover

= cost of sales / average inventory ✓

= 109000 / (42500 + 47400)/2

= 2.42 times ✓

(b)

Р

Leon's rate of inventory turnover of 2.42 times is worse than Kid's World of 3.71 times. ✓

This will imply that Leon is selling the clothes slower than Kid's World. \checkmark

F

Leon is also more likely to incur excessive storage costs and inventory obsolescence. ✓

In conclusion, Leon is managing his inventory less efficiently.✓

- (c) Any one of the following: ✓✓
 - Reduce selling price for slow moving goods.
 - Provide trade discounts to encourage customers to buy in bulk and regularly.
 - Attract more customers through marketing campaigns.
 - Use technological tools to implement inventory monitoring system to replace inventory on a timely basis and accurately predict customer demand.

(d) Error 1

, i	Debit \$	Credit \$
Cash at bank	180 ✓	· · · · · · · · · · · · · · · · · · ·
Salaries		180 ✓

Error 2

	Debit \$	Credit \$
Cash in hand	1400✓	
Interest income		1400 ✓

(e)

	Overstated \$	Understated \$	No effect
Егтог 3		270 ✓	
Error 4	4700 ✓		

[Total: 14]

(a) A business buys sufficient inventory to keep on hand to prevent at stock-out situation√, which often results in a loss of sales.

(b)

Account to be debited	Account to be credited	
Inventory ✓	Trade payables ✓	

(c) Cost of sales = \$3600 + \$6000 + \$7000 (✓ for any 2) = \$16600 ✓ (90) (125) (155)

(d)

Decision	Kalina should buy B Strong. ✓
Basic statement	The cost per tin is \$25. This is cheaper than HS Energy, which cost \$30. ✓
Developmen t	The cost savings can be used for other business expenses or business operations. ✓
Basic statement	The days sales in inventory turnover at 12.3 days is better than that of HS Energy at 14.9 days. ✓
Developmen t	This means that B Strong is popular and is selling faster than HS Energy allowing Kalina to have potential increase in sales.✓
Basic statement	B Strong contains A2 protein that can help babies to digest easily. ✓
Developmen t	As customers are looking for milk powder that helps with babies digestion, this will suggest that B Strong will have a strong demand and is likely to enjoy strong sales.

¹ decision + any 3 pairs of basic statement & development points for 7 marks.

Alternative:

Decision	Kalina should buy HS Energy. ✓
Basic statement	HS Energy's gross profit margin at 50% which is higher than B Strong's at 30%. ✓
	The higher gross profit margin will mean that Kalina is making more gross profit for every dollar of net sales revenue. ✓
Developmen t	OR
	This suggests that Kalina can charge a higher selling price for the HS Energy as the customers are willing to pay for the higher price. ✓
Basic statement	HS Energy must be consumed within 21 days after the container is opened compared with 45 days for B Strong.✓
Developmen t	As the customers prefer milk powder with a shorter expiry date, this will mean that HS Energy will be a better choice which will translate to higher sales.✓
Basic statement	HS Energy contains DHA that helps brain and eye development.
Developmen t	As customers are looking for milk powder that helps with growth development, this will suggest that HS Energy will have a strong demand and is likely to enjoy strong sales.

¹ decision + any 3 pairs of basic statement & development points for 7 marks.

[Total: 12]