Name:	Index Number:	Class:



TEMASEK SECONDARY SCHOOL

Preliminary Examination 2024 Secondary Five Normal Academic

PRINCIPLES OF ACCOUNTS

7087/01

Paper 1

1 hour

Question and Answer Booklet

No Additional Materials are required.

READ THESE INSTRUCTIONS FIRST

Do not open the booklet until you are told to do so.

You are required to submit this booklet at the end of the paper.

Write your name, index number and class on all the work you hand in. Write in dark blue or black pen.

You may use a HB pencil for any rough working.

Do not use staples, paper clips, highlighters, glue or correction fluid.

Answer all questions.

You may use a calculator.

Where layouts are to be completed, you may not need all the lines for your answer. The businesses mentioned in this question paper are fictitious.

The number of marks is given in brackets [] at the end of each question or part question.

This document consists of 9 printed pages and 1 blank page.

[2]

1 Amirul is a trader who gives 10% trade discount to all his customers. He has provided the following account for the month ended 31 July 2024:

Zaiton's account Balance Debit Credit **Particulars** Date \$ \$ \$ 2024 3 000 Dr July 1 Balance b/d 6 960 Dr 3 960 5 Sales revenue 4 110 Dr 2 850 14 Cash at bank 150 3 960 Dr 14 Discount allowed 6 810 Dr 2 850 17 Cash at bank 6 960 Dr 150 17 Discount allowed 25 Allowance for impairment of trade receivables 6 960 REQUIRED (a) Compute the list price of the goods that were sold to Zaiton on 5 July 2024. [1] (b) Compute the percentage of discount given to Zaiton on 14 July 2024. [1] (c) Interpret the entries in Zaiton's account on: (i) 17 July 2024

	(ii) 25 July 2024	
		N erroriera
		[1]
(d)	Name and explain the accounting theory which was applied when the entry 25 July 2024 was recorded in the books.	or
	Name:	
	Explanation:	
		[2]
(e)	State the effect on profit if the entry on 25 July 2024 had not been made.	

		[1]
	[Total:	8]

Motor vehicles 100 000
Accumulated depreciation of motor vehicles 38 000

On 4 January 2024, the business sold a delivery van, costing \$23 000, and received a cheque of \$10 000. The delivery van was purchased on 9 August 2021.

Bodie contributed his own motorcycle valued at \$15 000 into the business on 8 May 2024.

The business depreciates motor vehicles using the reducing-balance method of depreciation at 20% per annum. A full year depreciation is charged in the year of purchase but none in the year of sale.

REQUIRED

(a)	Explain why Bodie used the reducing-balance rather than the straight-line method to depreciate its motor vehicles.
	[1]

(b) Prepare the journal entry to record the sale of the delivery van on 4 January 2024. A narration is **not** required.

Debit \$	Credit \$
	[A

[4]

(c)	Calculate the depreciation expense for the year ended 30 June 2024.				
	[2]				
(d)	Prepare an extract of the statement of financial position as at 30 June 2024, showing the non-current assets section.				
	Extract of statement of financial position as at 30 June 2024				
	[3]				

3

Cho The	ng is follo	a trader and uses the First-In-First-Out (FIFO) method of inventory valuation. wing transactions took place for the year ended 31 August 2024.
202 Sep Nov Dec	1 8 : 12	Beginning inventory of 10 units at \$500 Purchased 10 units at \$580 Sold 10 units for \$900
202 Feb May	1	Purchased 20 units at \$1 320 Sold 10 units for \$880
	QUIR	
(a)	Com 202	npute the following for Chong's business for the financial year ended 31 August
	(i)	Cost of sales
	and the second Angles	[1]
	(ii)	Gross profit
	- 12 PPPPPP	[2]
Ch- yea	ong a ars ei	also provided information about the business' days sales in inventory for the two nded 31 August 2022 and 2023.
		31 August 2022 31 August 2023 290.32 days 298.87 days
	QUII	
(b)	Cal ans	culate the days sales in inventory for the year ended 31 August 2024. Show your wer to two decimal places.
		[2]

	[5]
d)	
d)	[5] Suggest two ways in which Chong could improve the business' efficiency in managing inventory. Give one example of a specific action Chong could take.
d)	Suggest two ways in which Chang could improve the business' officiance.
d)	Suggest two ways in which Chang could improve the business' officiance.
d)	Suggest two ways in which Chang could improve the business' officiance.
d)	Suggest two ways in which Chang could improve the business' officiants.
d)	Suggest two ways in which Chang could improve the business' officiance.
d)	Suggest two ways in which Chang could improve the business' officiants.

[Total: 13]

4 The following information has been provided for Don's business for the two years ended 30 June 2023 and 30 June 2024.

oo sand 2020 and oo sand	30 June 2023	30 June 2024
	\$	\$
Cash at bank	8 500	-
Bank overdraft	-	10 800
Income received in advance	800	2 300
Trade receivables	41 700	52 400
Allowance for impairment of trade receivables	834	1 048
Inventory at cost	40 400	82 800
Prepaid expenses	800	250
Trade payables	35 900	45 700
Expenses payable	5 600	3 600

REQUIRED

(a) Calculate the following to two decimal places:

		30 June 2023	30 June 2024
(i)	Current ratio		
(ii)	Quick ratio		
\"' <i>'</i>	Quisition		
	1		
İ			
ļ			
L			[4]

(b)	Evaluate t 30 June 20	he change 124.	in i	liquidity	of	Don's	business	between	30	June	2023	and
	· No.					run amatania dipercata ama minimara nga pin	······································	Miles of sector section 10 Miles of se		1 / Miles y was a second of his reason was	i Milliand Mark Sangaya ya Markania a Maka ka	
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[Total: 9]

END OF PAPER

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Name:		Index Number:	Class:
	TEMASEK SECONDAR' Preliminary Examination 202 Secondary Five Normal Acad	4	
PRINCIP Paper 2	PLES OF ACCOUNTS		7087/02
INSERT			2 hours
READ TH	ESE INSTRUCTIONS FIRST		

This insert contains the data for Question 1.

This document consists of 3 printed pages and 1 blank page.

Data for Question 1

The following balances were extracted from the books of Zion Trading Pte Ltd on 31 July 2024:

	\$
Office equipment at cost	324 000
Motor vehicles at cost	150 000
Accumulated depreciation:	
Office equipment	57 600
Motor vehicles	76 500
Sales revenue	585 504
Inventory	51 000
Cost of sales	319 080
Sales returns	25 560
Commission income	33 840
Interest income	2 640
Advertising expense	9 360
Wages and salaries	75 600
Repairs expense	540
Rent expense	12 900
Allowance for impairment of trade receivables	1 260
Trade receivables	38 000
Bank deposit (short-term)	18 000
3% bank loan repayable 2030	96 000
Trade payables	20 760
Cash at bank (debit balance)	14 280
Issued share capital, 50 000 ordinary shares	90 000
Retained earnings at 1 August 2023	74 216

Additional information on 31 July 2024:

- 1 Office equipment is to be depreciated at 10% per annum using the straight-line method assuming a scrap value of \$24 000.
- 2 Motor vehicle is to be depreciated at 25% per annum using the reducing-balance method.
- 3 Rent, \$3 500, was owing and advertising expenses, \$1 800 were prepaid.
- 4 The bank loan was obtained on 1 August 2023. Interest on the bank loan for the year ended 30 July 2024 had not yet been paid.
- 5 The allowance for impairment of trade receivables is to be maintained at 5% of trade receivables.
- The company declared a dividend of \$0.10 per share. The dividend will be paid on 1 September 2024.

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Name:		Index Number:	Class:
	TEMASEK SECONDAL Preliminary Examination 26 Secondary Five Normal Ac	024	

PRINCIPLES OF ACCOUNTS

7087/02

Paper 2

2 hours

Candidates answer on the Question Paper.

Additional Materials:

Insert

READ THESE INSTRUCTIONS FIRST

Do not open the booklet until you are told to do so.

Write your name, index number and class in the spaces at the top of this page. Write in dark blue or black pen.

Do not use staples, paper clips, glue or correction fluid.

The use of an approved calculator is allowed.

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.

This document consists of 13 printed pages, 1 blank page and 1 insert.

1 Refer to the Insert for data for Question 1.

REQUIRED

(a) Prepare the statement of financial performance for the year ended 31 July 2024.

Zion Trading Pte Ltd Statement of financial performance for the year ended 31 July 2024

[10]

b) Prepare the statement of financial position as at 31 July 2024.

Zion Trading Pte Ltd Statement of financial performance for the year ended 31 July 2024

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	101

[Total: 20]

2	On 1 April 20	022, Vission Pte Ltd provide	d the following account balances.	
	Share capita Retained ea	al, 45 000 ordinary shares Irnings	\$ 90 000 32 750	
	The financia	l year of Vission Pte Ltd end	ds on 31 March.	
	The followin	g transactions took place in	2023 and 2024.	
	Date 2023 Mar 31 Mar 31 2024 Feb 1 Mar 31 Mar 31	Profit for the year was \$7 5,000 ordinary shares we	re issued and fully paid at \$2.50 per share. pare were declared and paid in full.	
	REQUIRED	the following accounting the	ories:	
	(i) object			
				[1]
	(ii) cons	sistency		
				[1]
	(b) State a a sole	and explain one advantage a proprietorship business.	a private limited company has as compared to	
	**************************************			PERSONAL BIOLOGY
	and the same of th			
	and the state of t			[2]

	~ ~~=·=

	[
Prepare the retained earnings account for the years ended 31 March 2023 an 2024.	
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Prepare the retained earnings account for the years ended 31 March 2023 and	
Prepare the retained earnings account for the years ended 31 March 2023 and	[i
Prepare the retained earnings account for the years ended 31 March 2023 and	

[Total: 12]

- 3 John is a sole trader. When preparing the business financial statements for the year ended 30 June 2024, he discovered the following errors.
 - 1 A cheque of \$5 400 issued to credit supplier, Ben on 30 June 2024, had been recorded as \$4 500.
 - 2 Utilities for John's private residence, \$270, had been recorded as utilities of the business.
 - 3 Credit sale of goods to Henny, \$600, had been posted to the wrong sides of both sales revenue and Henny's accounts.
 - 4 Repairs on equipment had been understated by \$80.

REQUIRED

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[2]
[2]

The profit for the year ended 30 June 2024 was \$12 000.

(c) Prepare a statement to show the adjusted profit for the year ended 3	0 June 2024.
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	and Appeles and the analysis of the second state of the second sta
	and the state of t
	[4]

[Total: 8]

4	Mohan Pte Ltd is a trader of luxury watches. Its financial year ends on 30 June. The
-	following information has been extracted from the accounting books.

	2024		
	\$		
Net sales revenue	223 900		
Gross profit	96 300		
Total operating expenses	60 700		
Average equity	113 800		
Average trade receivables	14 400		
Additional information as follows:			0004
	2022	2023	2024
Mark-up on cost	68.92%	70.23%	?
Gross profit margin	35.00%	39.99%	?
Profit margin	21.46%	19.38%	?
Return on equity	34.80%	32.77%	?
Rate of trade receivables turnover	8.51 times	6.83 times	6.17 times

REQUIRED

(a) Compute the following ratios for the year ended 30 June 2024. Show yo to two decimal places.	our answers
(i) mark-up on cost	
	[1]
(ii) gross profit margin	
(iii)profit margin	[1
(iv)return on equity	[1
	[1

\-) Comment on the profitability of Mohan Pte Ltd for the three years ended 30 Jur 2022 to 2024.
•	
-	
-	
-	
-	
	[5
C)	Suggest two ways Mohan Pte Ltd can improve its profitability.
	·
~	
_	[2
٩,	
u)	Comment on the trend of the rate of trade receivables turnover over the thre years ended 30 June 2022 to 2024.
,	,
Money	
	[2]

Two credit customers have approached Mohan Pte Ltd to negotiate for a longer repayment period, from 30 days to 45 days. Mohan Pte Ltd is expanding its business overseas and can only grant extension of repayment period to one customer.

The details of the two customers are as follows:

	Quartz r us	Timely Trading
Background of business	 Has been in the business for 3 years but has plans to open a new shop within the next year. Located in a busy upscale mall frequented by tourists. 	 Has been in the business for more than 15 years. Located in a heartland mall with a footfall* of more than 4,000,000 per month.
Average trade receivables balance	\$27 000	\$18 000
Repayment history over the past year	Trade receivables collection period of 35 days. Repaid late twice.	Trade receivables collection period of 40 days. Repaid late 4 times.
Reputation of business	Rated one of the "must visit" watch shops in Singapore due to the excellent service provided by its knowledgeable retail staff.	Received many positive reviews online from customers who appreciated the extended warranty and free after sales service.

^{*}Footfall refers to the number of people entering a shop or shopping area in a given time

REQUIRED

(e)	Advise Mohan Pte Ltd which customer to give the longer repayment period to. Justify your decision with three reasons.
,	

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	[7]

[Total: 20]

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TEMASEK SECONDARY SCHOOL Preliminary Examination 2024 Secondary Five Normal Academic Principles of Accounts Paper 1 (7087/1) Marking Scheme

Question 1(a)	
3 960/90% = \$4 400√	[1]
Question 1(b)	
150 / (2 850 + 150) x 100 = 5%√	[1]
Question 1(c)(i)	
The cheque of \$2 850 received from Zaiton on 14 July was dishonoured $\!$	[2]
Question 1(c)(ii)	
Business wrote off the debt of \$6 960 owing from Zaiton√	[1]
Question 1(d)	
Prudence theory√	
Business do not overstate its trade receivable balance when a debt	
becomes uncollectible√	[2]
Question 1(e)	
no effect√	[41
T-4-1	[1]
[Total	: Ծ]

Question 2(a)

[1]

Question 2(b)

Dep (30/6/2021) = 20% x (23 000 - 0)

= 4 600

Dep (30/6/2022) = 20% x (23 000 - 4 600)

= 3680

	Debit	Credit
	\$	\$
Cash at bank	10 000√	
Accumulated depreciation - motor vehicles (4 600 + 3 680)	8 280√	
Loss on sale of motor vehicles	4 720√	
Motor vehicles		23 000√
Mictor Vollidas		[4]

Question 2(c)

Dep
$$(30/6/2021) = 20\% \times [(100\ 000 - 23\ 000 + 15\ 000)\sqrt{-(38\ 000 - 8\ 280)\sqrt{]}}$$

= \$12\ 456

[2]

[3]

Question 2(d)

Extract of statement of financial position as at 30 June 2024

Net Accumulated

Depreciation | **Book Value** Cost Non-current assets 49 824√ <u>42</u> 176√ Motor vehicles

92 000√

(100 000 - 23 000 + 15 000)) (38 000 - 8 280 + 12 456) [Total: 10]

Question 3(ai) $500 + 580 = $1.080 \sqrt{}$ Question 3(aii) $(900 + 880) \sqrt{-1.080} \sqrt{OF} = 700

sii...... 2/L\

Question 3(b)

average inventory = $(500 + 1\ 320)/2 = 910\sqrt{2000}$ cost of sales = $1\ 080\sqrt{200}$ days sales in inventory = $910/1\ 080 \times 365 = 307.55$ days

Question 3(c)

The days sales in inventory for Chong's business has worsened from 290.32 days in 2022 to 298.87 days in 2023 to 307.55 days in 2024. \checkmark

This means that the business is managing inventory less efficiently over the three years. $\!\!\!\!\!\sqrt{}$

The worsening days-sales-in-inventory indicates that the business is taking longer to sell its goods. \checkmark

This may be due to the business buying too many goods and unable to sell them. $\sqrt{}$ The business may be paying more for its goods as unit price has increased from \$50(Jul 1) to \$58(Sep 8) to \$66 (Feb 1) $\sqrt{}$ [5]

Question 3(d)

decrease inventory \forall or increase sales \forall provide trade discounts to encourage bulk purchases which leads to higher sales and improved inventory turnover \forall buy in bulk to get trade discount to lower the cost of inventory purchased \forall

[3] [Total: 13]

[1]

[2]

Question 4(a)	30-Jun-23	30-Jun-24	
Cash at bank Bank overdraft Income received in advance Trade receivables Allowance for impairment of trade receivables Inventory at cost Prepaid expenses Trade payables Expenses payable	8,500 800 41,700 834 40,400 800 35,900 5,600	10,800 2,300 52,400 1,048 82,800 250 45,700 3,600	
CA QA CL (i) Current Ratio (ii) Quick Ratio	90,566 49,366 42,300 2.14 1.17	134,402 51,352 62,400 √ 2.15 √ 0.82	√ √
(ii) action i tallo			[4]

Question 4(b)

Quick ratio in 2024 is below the general benchmark of 1 $^{\checkmark}$

Liquidity worsened from 2023 to 2024 as seen from the decrease from a bank balance of \$8 500 to a bank overdraft of \$10 800. $\sqrt{}$

Inventory doubled from \$40 400 in 2023 to \$82 800 in 2024, resulting in the drop in

[5]

[Total: 9]

TEMASEK SECONDARY SCHOOL Preliminary Examination 2024 Secondary Five Normal Academic Principles of Accounts Paper 2 (7087/2) Marking Scheme

Question 1(a)

Zion Pte Limited

Statement of financial performance for the year ended 30 July 2024

Statement of financial performance for the year	<u>r ended 30 Ju</u>	<u> </u>	<u>024</u>	
Oalaa	\$		\$	
Sales revenue			585,504	
Less sales returns			25,560	
Net sales revenue			559,944	-
Less cost of sales			319,080	
Gross profit			240,864	√
Add other income				
Commission income	33,840			
Interest income	2,640			
•	2,010	-	36,480	V
Less expenses			00,400	٧
Advertising expense (9 360 - 1 800)	7,560	V		
Wages and salaries	75,600	,		
Repairs expense	540			
Rent expense (12 900 + 3 500)	16,400			
Interest expense (3% x 96 000)	2,880			
Depreciation:	, 200	*		
Office equipment	30,000			
(10% x (324 000 - 24 000))	50,000	*		
Motor vehicles	18,375	V		
(25% x (150 000 - 76 500))		'		
Impairment loss on trade receivables	640			
((5% x 38 000) - 1 260))		•		
Profit for the year	-		151,995	
	=		125,349	V
				[9]

Question 1(b)

Zion Pte Limited Statement of financial position as at 30 July 2024

Assets Non-current assets	<u>Cost</u>	Accumulated depreciation		Net book value	
	\$	\$		\$	
Office equipment	324,000	87,600	(+30 000)	236,400	
Office equipment Motor vehicles	150,000	94,875	(+18 375)	5 <u>5,125</u>	
Total non-current assets	474,000	182,475	•	291,525	V
Total Hon-current addate			-		
Current assets					
Trade receivables	38,000				
Less allowance for impairment of	1,900		\checkmark		
trade receivables (5% x 38 000)		_			
Net trade receivables		36,100	V		
Inventory		51,000			
Bank deposit		18,000	\checkmark		
Cash at bank		14,280	r		
Prepaid advertising		1,800	_ √		
Total current assets				121,180	
Total assets				412,705	
Equity and liabilities Shareholders' equity Issued share capital, 50 000 ordinary Retained earnings (74 216 + 125 349)	r shares 9√ - 5 000√)			90,000 194,565	
Non-current liabilities				96,000	V
Long-term borrowing				00,000	,
<u>Current liabilities</u> Trade payables		20,760			
Rent payable		3,500			
Interest expense payable		2,880	$\sqrt{}$		
Dividend payable (0.10 X 50 000)		5,000	\checkmark		
Total current liabilities			_	32,140	
				412,705	-
Total equity and liabilities					[11]
				[Tota	ai: 20]

Question 2(ai)

Accounting information recorded must be supported by reliable and verifiable evidence so that financial statements will be free from opinions and biases.

[1]

Question 2(aii)

Once an accounting method is chosen, this method should be applied to all future accounting periods to enable meaningful comparison.

[1]

Question 2(b)

It is more likely for banks and other lenders to lend money to the private limited company as compared to a sole proprietorship.

[2]

Question 2(c)

Share capital account

	Share capita	al account			
Date	Particulars	Dr	Cr	Bal	
2022		\$	\$	e Dai	
Apr 1	Balance b/d	*	Ψ	00,000	_
2023				90,000	Cr
Apr 1	Balance b/d			00.000	
2024				90,000 0	Jr V
Feb 1	Cash at bank (5 000 x \$2.50)		10.500	400 500	_
Apr 1	Balance b/d		12,500 √	102,500	
•		1	1	102,500 C	ਮ√ [3]

Question 2(d)

Retained earnings account

Retained earnings account						
_ Date	Particulars	Dr	Cr	Bal	-	
2022	· · · · · · · · · · · · · · · · · · ·	\$	\$	<u> </u>	-	
Apr 1 2023	Balance b/d		Ψ	32,750	Cr	
Mar 31	Divdends (\$0.15 x 45 000) Income summary	6,750 √	7500 ./	26,000	Ο.,	
Mar 31		0,700 ,		26,000		
Apr 1	Balance b/d	1	7500 √	33,500		
2024	Suidillo By			33,500	Cr	
Mar 31	Divdends (\$0.07 x 50 000)	3,500 √		00.000	_	
Mar 31	Income summary	1 '		30,000		
	Balance b/d	2,800 √		27,200	Cr	
7 ф. т	parance b/d	l l	ļ	27,200	Cr √	[5]

[Total: 12]

Questio	n 3(a)							
Date	Particulars	Dr	<u>Cr</u>					
2024		\$	\$					
Jun 30	Trade payable - Ben (5 400 - 4 500)	900 √		201				
Quii 00	Cash at bank		900 √	[2]				
Questio	n 3(b)							
A	ing ontity theory of							
The acti	vities of the owner is separate from that of the bus	siness. Ali transac	tions are to be recorded	[2]				
from the point of view of the business.								
HOITI WIC	point of view of the same							
Question 3(b)								
John's business								
Statement to show the adjusted profit for the year ended 30 June 2024								
	Otation 19	\$	\$					
Profit he	efore correction		12,000					
1 TOTAL DA	3,010 03.100.100.1							
Add (2)	Utilities of owner wrongly debited as expenses	270 √						
Add (2)	sales recoreded on wrong side (\$600 x 2)	1,200 √						
) repairs understated	(80)_√						
L033 (4	, ropano anastra		1,390					
Profit at	ter correction		13,390_ √	[4]				
I TOIL D	ice, contents.			[Total: 8]				

Question 4(ai)

Cost of sales = Net sales revenue - gross profit = 223 900 - 96 300

= 127 600

Mark-up on cost = Gross profit / Cost of sales x 100

= 96 300/127 600 x 100

= 75.47% √

[1]

Question 4(aii)

Gross profit margin = Gross profit / Net sales revenue x 100 = 96 300/223 900 x 100 = 43.01% √

[1]

Question 4(aiii)

profit = gross profit - total operating expenses

= 96 300 - 60 700

= 35 600

Profit margin = Profit for the period / Net sales revenue x 101

 $= 35 600/223 900 \times 100$

= 15.90% √

[1]

Question 4(aiv)

Return on equity = Profit for the period / Average equity x 100

= 35 600/113 800 x 100

= 31.28% √

[1]

Question 4(b)

any 5 points

The mark-up on cost has increased from 68.92% in 2022 to 70.23% in 2023 to 75.47% in 2023. $\!\sqrt{}$

The gross profit margin has also increased from 35% in 2022 to 39.99% in 2023 to 43.01% in 2024. $\!\!\!\!\sqrt{}$

This may be because the business is selling its goods at a higher price $\sqrt{}$ or buying its goods at a lower price $\sqrt{}$ over the three years.

The profit margin has decreased from 21.46% in 2022 to 19.38% in 2023 to 15.9% in 2024. $\!\!\!\sqrt{}$

The decrease in profitability despite the improving gross profit may be due to the business's worsening control over its operating expenses. $\sqrt{}$

Return on equity has worsened over the three years decreasing from 34.80% in 2022 to 32.77% in 2023 and 31.28% in 2024. \lor

This means that the business is earning lesser profits from the share capital contributed by shareholders. $\sqrt{}$

In conclusion, Mohan Pte Ltd has become less profitable over the three years. $\sqrt{}$

[5]

Question 4(c)

Mohan Pte Ltd can either increase its other income or decrease its operating expenses. It can increase its other income by sub letting its shop space for rental income $\sqrt{\ }$ It can decrease its operating expenses by moving its operations to a cheaper rental [2] space.√

Question 4(d)

Mohan Pte Ltd's rate of trade receivables turnover worsened from 8.51 times in 2022 to 6.83 times in 2023 and 6.17 times in 2024. $\sqrt{}$

This means that Mohan Pte Ltd is getting less efficient in managing its trade receivables.√

[2]

Question 4(e)

Mohan Pte Ltd should choose Quartz r us

Planning to open a new shop within the next year.

New shop will create higher demand and higher sales for Mohan Pte Ltd and hence higher profit.

Collection period and days late are all shorter than Timely Trading More reliable payment pattern and less risk of late or no payment

Being a recommended shop will ensure it has a steady stream of business Steady business will ensure they have funds for payment to Mohan Pte Ltd

Mohan Pte Ltd should choose Timely Trading

Has been in business for more than 15 years.

Is more established than Quartz r us and should be able to continue in operation and buy from Mohan Pte Ltd for a long time.

Located in a mall with high footfall means there are more possible customers resulting in higher sales

Will lead to higher demand and higher sales for Mohan Pte Ltd and hence higher profit.

Many positive online reviews will help ensure it has a steady stream of business Steady business will ensure they have funds for payment to Mohan Pte Ltd