

Please check the examination details below before entering your candidate information

Candidate surname					Other names				
Centre Number					Candidate Number				

Pearson Edexcel International GCSE (9–1)

Friday 30 May 2025

Morning (Time: 1 hour 30 minutes) **Paper reference 4WCM2/01**

Commerce (Modular)

UNIT 2: Facilitating commercial operations

You do not need any other materials.

Total Marks

Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and candidate number.
- Answer **all** questions.
- Answer the questions in the spaces provided
– *there may be more space than you need.*
- You must **show all your working out** with **your answer clearly identified** at the **end of your solution**.

Information

- The total mark for this paper is 80.
- The marks for **each** question are shown in brackets
– *use this as a guide as to how much time to spend on each question.*
- Calculators may be used.

Advice

- Read each question carefully before you start to answer it.
- Try to answer every question.
- Check your answers if you have time at the end.

Turn over ►

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SECTION A

Answer ALL questions. Write your answers in the spaces provided.

Some questions must be answered with a cross in a box ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

- 1 (a) Which **one** of the following trading documents is sent to a customer with the goods they have bought?

Select **one** answer.

(1)

- ☐ **A** An enquiry
- ☐ **B** An order
- ☐ **C** A delivery note
- ☐ **D** A quotation

- (b) Which **one** of the following is an advantage to a business of buying equipment using hire purchase?

Select **one** answer.

(1)

- ☐ **A** The business will own the equipment immediately
- ☐ **B** Hire purchase is cheaper than buying the equipment outright
- ☐ **C** A large sum does not have to be paid at the start of the agreement
- ☐ **D** The business can decide how much it pays each month

- (c) Define the term **mark-up**.

(1)

.....

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- (d) Define the term **price stability**.

(1)

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(e) *Virgin Active Australia* (VAA) has fitness gyms in Sydney and Melbourne. It recently closed a gym in Melbourne when its lease ended in 2024. Rents for city properties are very high. The gyms have personal trainers using a wide range of expensive equipment. Personal trainers remove any unpopular equipment to use less electricity.

The gyms are advertised throughout both cities. One method of advertising is using local billboards near the main highways. These show large pictures of people enjoying their fitness training.

(i) State **one** way VAA has reduced its expenses. (1)

(ii) State **one** benefit to VAA of advertising on billboards near the main highways. (1)

Figure 1 gives brief financial information for *Virgin Active Australia*.

2022 \$million	
Sales revenue	436
Profit for the year	94

Figure 1

(iii) Calculate, to two decimal places, the profit for the year margin for VAA in 2022. You are advised to show your working. (2)

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(f) Explain **one** benefit to a business of using owner's capital as a source of long-term finance.

(3)

(g) Explain **one** reason why commercial banks lend money to businesses.

(3)



Virgin Active Australia has membership packages to suit the needs of different customers. The monthly charge for *VAA* customers can differ from one month to another. This will depend on the membership package they choose. Customers can upgrade their package at any time. *VAA* encourages its customers to set up direct debits.

(h) Analyse why direct debits may be a good method of payment for *VAA*.

(6)

(Total for Question 1 = 20 marks)



2 (a) Which **one** of the following is a function of central banks?

Select **one** answer.

(1)

- ☐ **A** To issue all the notes and coins circulating in their country
- ☐ **B** To collect and deliver all the mail in the country
- ☐ **C** To offer current accounts to the public
- ☐ **D** To provide ATMs all over the country

(b) Which **one** of the following is the correct formula to calculate the yield on a share that cost \$2.50 and received a dividend of \$0.06?

Select **one** answer.

(1)

- ☐ **A** $\$2.50 \times \0.06×100
- ☐ **B** $\$0.06 \div \2.50×100
- ☐ **C** $\$2.50 + \0.06×100
- ☐ **D** $\$2.50 - \0.06×100



(c) **Figure 2** shows the value of global air traffic in billion dollars from 2018–2023.

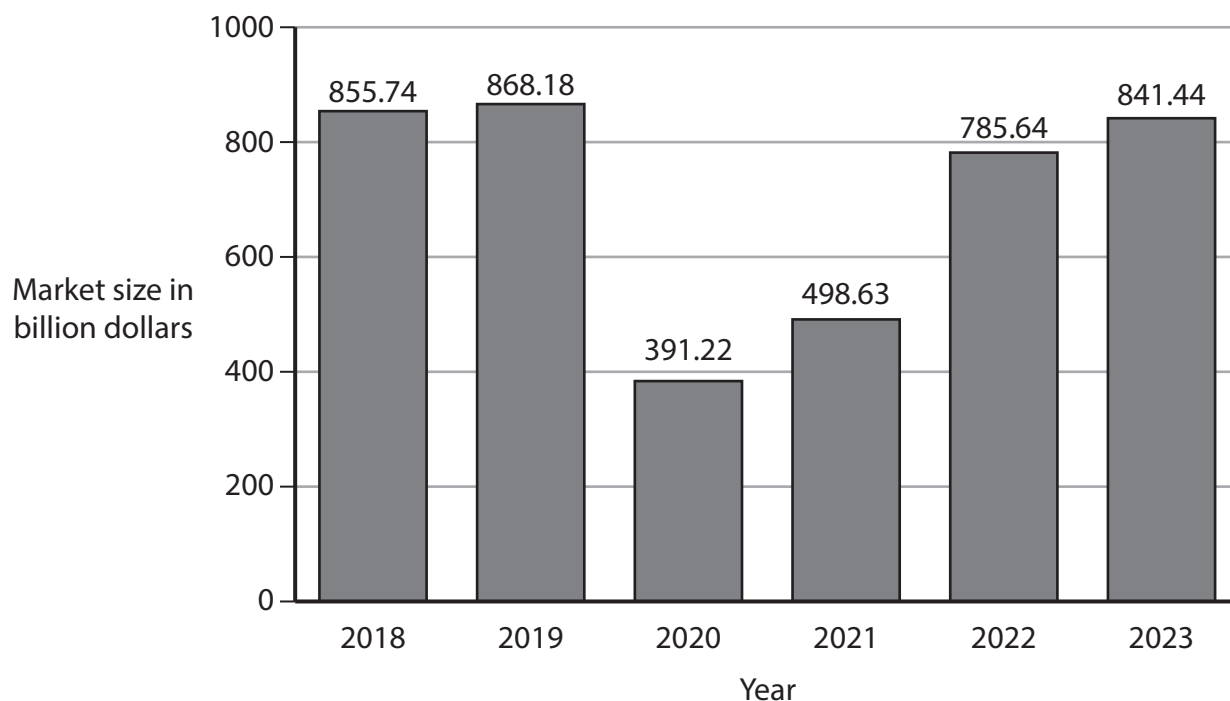


Figure 2

(i) Identify the lowest value of global air traffic in any year.

(1)

(ii) Identify the year with the greatest increase in the value of global air traffic on the previous year.

(1)

(d) Define the term **mortgage**.

(1)



P 8 0 3 0 1 A 0 7 2 0

(e) Explain **one** benefit to a business of sponsoring famous people.

(3)

(f) Explain **one** way an individual can benefit from having a current account.

(3)



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(Total for Question 2 = 20 marks)

TOTAL FOR SECTION A = 40 MARKS



SECTION B

Answer ALL questions. Write your answers in the spaces provided.

Some questions must be answered with a cross ☐. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☐.

Read the following extract before answering the questions.

Zomato is an Indian food delivery business that has grown rapidly since 2008. *Zomato* has developed a website and an app to attract new customers. Both list the restaurants from which food can be ordered and delivered and where tables can be booked.

Zomato charges restaurants 8% for each order delivered and receipts are given to customers on delivery.

- 3 (a) Which **one** of the following is a written record of what was discussed and decided at a meeting?

Select **one** answer.

(1)

- ☐ **A** A presentation
- ☐ **B** An agenda
- ☐ **C** A telephone call
- ☐ **D** The minutes

- (b) Which **one** of the following is a reason why *Zomato* provides a receipt to its customers.

Select **one** answer.

(1)

- ☐ **A** It will list all the ingredients used in that particular meal
- ☐ **B** Customers can prove what meal they ordered if they need to complain
- ☐ **C** The cost of the meals will not be seen by the restaurants
- ☐ **D** Its competitors will know the most popular meals that are being ordered

Zomato did not pay a dividend to shareholders in 2024.

- (c) State **one** disadvantage to *Zomato* of not paying a dividend to its shareholders.

(1)

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.....

.....

(d) Complete the Statement of Account in **Figure 3** to show the missing amounts.

(2)

STATEMENT OF ACCOUNT				
ZOMATO 94 Meghdoot, Nehru Place New Delhi Delhi – 110019				
GULATI RESTAURANT 6 Pandara Road Market New Delhi Delhi – 110003				
20 August 2024			Ref 2764	
Date	Reference	DEBIT	CREDIT	BALANCE
01.03.24	Opening balance			122.23
05.03.24	M209	240.75		(i)
12.03.24	M119	350.00		712.98
21.03.24	Payment		(ii)	340.48
AMOUNT OUTSTANDING				340.48

Figure 3



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Zomato aims to attract more customers to the expensive restaurants it advertises for the growing number of Indians visiting Delhi. It plans to launch an exciting promotional campaign highlighting the most popular dishes.

Zomato noted that Delhi has over sixteen million listeners to local radio channels.

The advertising cost is 165 rupees per second. This is likely to be one of the cheapest advertising options available to *Zomato*. Advertisements can be very short.

There is widespread access to the internet in Delhi. Many Indian visitors use it to learn about the hundreds of local restaurants from reviews left by customers. They book and pay for their evening meals online.

Zomato is considering the following two options:

Option 1: using the local Delhi radio

Option 2: developing its website and app.

(f) Justify which **one** of these two options *Zomato* should choose.

(9)



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(Total for Question 3 = 20 marks)

TOTAL FOR SECTION B = 20 MARKS



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The Ford Motor Co (Ford) designs, manufactures and sells a wide range of cars, trucks, sport utility vehicles and, more recently, electric vehicles (EVs). It sells its vehicles through car dealerships around the world where they are displayed in attractive showrooms. The dealerships sell them to private individuals and businesses. Many buyers buy the vehicles by taking out a leasing agreement with *Ford*. *Ford* has its own leasing business that organises and funds these agreements.

- (2)

- (6)

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(12)

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(Total for Question 4 = 20 marks)

TOTAL FOR SECTION C = 20 MARKS
TOTAL FOR PAPER = 80 MARKS



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Source information:

Q1 adapted from:

(ei) (eii) <https://www.google.com/search?client=firefox-b-d&q=virgin+active+australia+financial+results+2023>
and
Integrated Annual report 2023

(eiii) <https://www.google.com/search?client=firefox-b-d&q=virgin+active+australia+financial+results+2023>
and
<https://www.google.com/url?sa=t&source=web&rct=j&opi=89978449&url=http://brait.investoreports.com/wp-content/uploads/2023/06/Brait-PLC-31March2023-Audited-Final-Results-Booklet.pdf&ved=2ahUKEwiH-IWh5eqJAxWLXEEAHTdelo0QFnoECBoQAQ&usg=AOvVaw2hNFjNb-cviREafql04kaF>
and
Integrated Annual report 2023.Brait.pdf

(h) <https://www.virginactive.com.au/>

Q2(c)(i) and (ii) adapted from:

<https://www.statista.com/statistics/1110342/market-size-airline-industry-worldwide/>

Q2(g) adapted from:

<https://www.theafricaceoforum.com/en/ressources/mbokodo-putting-women-first-in-south-african-construction/>

Q3 stem adapted from:

<https://www.zomato.com/investor-relations> and <https://www.elluminatiinc.com/how-zomato-works-business-modelrevenue-insights/>

Q3(c) adapted from:

<https://www.google.com/finance/quote/ZOMATO:NSE>

Q3(f) adapted from:

<https://www.zomato.com/investor-relations> and <https://www.statista.com/statistics/1312459/india-leading-radio-stationsin-delhi/> and <https://www.bookmyad.com/services/radio>

Q4 adapted from:

<https://corporate.ford.com/operations/blue-oval-city/faqs.html>

Q4(c) adapted from:

<https://corporate.ford.com/operations/blue-oval-city/faqs.html>

