



Mark Scheme

Sample Assessment Materials

Pearson LCCI  
Level 3 Certificate in Advanced Business  
Calculations (VRQ) (ASE3003)

## **LCCI qualifications**

LCCI qualifications come from Pearson, the world's leading learning company. We provide a wide range of qualifications including academic, vocational, occupational and specific programmes for employers. For further information, please visit our website at [qualifications.pearson.com](http://qualifications.pearson.com)

## **About Pearson**

Pearson is the world's leading learning company, with 40,000 employees in more than 70 countries working to help people of all ages to make measurable progress in their lives through learning. We put the learner at the centre of everything we do, because wherever learning flourishes, so do people. Find out more about how we can help you and your learners at [qualifications.pearson.com](http://qualifications.pearson.com)

ISBN 9781446943021

All the material in this publication is copyright

© Pearson Education Ltd 2017

## General marking guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than be penalised for omissions.
- Examiners should mark according to the mark scheme, not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed-out work should be marked UNLESS the candidate has replaced it with an alternative response.

Question number	Answer				Mark	
1		<b>Investment A</b>	<b>Investment B</b>	<b>Investment C</b>	<b>Investment D</b>	
	Sum invested	£150,000	£110,000	<b>£85,000</b>	<b>£43,250</b>	
	Rate of interest per annum	3%	3.5%	4.5%	4%	
	Time invested (years)	5	6	<b>5</b>	6	
	Final amount (Principle + Interest)	£173,891	<b>£135,218</b>	£105,925	£54,725	
	Interest earned	£23,891	<b>£25,218</b>	£20,925	£11,475	
		<p>Investment B  Amount = <math>£110,000 \times 1.0356 = £135,218</math>  Interest earned = <math>£135,218 - £110,000 = £25,218</math></p> <p>Investment C  Sum invested = <math>£105,925 - £20,925 = £85,000</math>  Time invested (n years), given by: <math>£85,000 \times 1.045^n = £105,925</math>  n = 1, amount = <math>£85,000 \times 1.045^1 = £88,825</math>  n = 2, amount = <math>£85,000 \times 1.045^2 = £92,822</math>  n = 3, amount = <math>£85,000 \times 1.045^3 = £96,999</math>  n = 4, amount = <math>£85,000 \times 1.045^4 = £101,364</math>  n = 5, amount = <math>£85,000 \times 1.045^5 = £105,925</math> so n = 5</p> <p>Investment D  <math>£54,725 = \text{Sum invested} \times 1.046 = \text{Sum invested} \times 1.26532</math>  Sum invested = <math>£54,725 / 1.26532 = £43,250</math>  Interest earned = <math>£54,725 - £43,250 = £11,475</math></p>				
					M1r	
					M1 A1 M1 A1	
					M1 AI	
					M1 A1	
					M1 A1 M1 A1	
					(13)	

(Total for Question 1 = 13 marks)

Question number	Answer	Mark
2 (a)	Commission = $0.25\% \times 15,000 \times \text{£}4.50 = \text{£}168.75$  Cost of shares including commission = $(15,000 \times \text{£}4.80) + \text{£}168.75 = \text{£}72,168.75$	M1  M1 A1 (3)

Question number	Answer	Mark
2 (b)	Income = $15,000 \times \text{£}9.12 = \text{£}136,800$	(2)

Question number	Answer	Mark
2 (c)	<p style="text-align: center;"><b>M1</b></p> Dividend = $\{(3 + 6.5)p \times 15,000\} + \{2\% \times 15,000 \times \text{£}4.50\} = \text{£}1,425 + \text{£}1,350 = \text{£}2,775$ <b>M1</b>  Total profit = $\text{£}136,800 + \text{£}2,775 - \text{£}72,168.75 - \text{£}80 = \text{£}67,326.25$	A1  M1 A1 (5)

Question number	Answer	Mark
2 (d)	Total profit percent per annum = $\frac{100\% \times \text{£}67,326.25}{5 \times \text{£}72,168.75} = 18.66\%$	M1 A1  (2)

**(Total for Question 2 = 12 marks)**

Question number	Answer	Mark
3 (a)	Contribution per unit = £780 - £720 = £60 Profit on sales of 28,000 units = (28,000 - 20,000) x £60 = £480,000	M1 M1 A1  (3)

Question number	Answer	Mark
3 (b)	Contribution per unit = £249 - £210 = £39 Break even point = £1,170,000 / £39 = 30,000 units	M1 M1 A1 (3)

Question number	Answer	Mark
3 (c)	Contribution per unit = £1,099 - £925 = £174 Fixed costs per period = £174 x 22,250 = £3,871,500	M1 M1 A1 (3)

Question number	Answer	Mark
3 (d)	Contribution = £2,960,000 / £80,000 = £37 Variable costs per unit = £349 - £37 = £312	M1 M1 A1 (3)

**(Total for Question 3 = 12 marks)**

Question number	Answer	Mark
4 (a) (i)	Overheads = £4,033 + £12,101 + £42600 = £58,734 Net sales = £463,000 - £11,200 = £451,800 Ratio for overhead expenses = $\frac{\text{overheads}}{\text{net sales}} \times 100\% = \frac{£58,734}{£451,800} \times 100\%$ = 13%	M1 M1 M1 A1 (4)

Question number	Answer	Mark
4 (a) (ii)	Net purchases = £329,600 - £12,050 = £317,550 Average credit taken = $\frac{\text{average creditors}}{\text{net purchases}} \times 365 = \frac{£15,399 \times 365}{£317,550}$ = 17.7 days = 18 days	M1 M1 A1 (3)

Question number	Answer	Mark
4 (a) (iii)	Average credit given = $\frac{\text{average debtors}}{\text{net sales}} \times 365 = \frac{£23,750}{£451,800} \times 365$ = 19.2 days = 19 days	M1 A1 (2)

Question number	Answer	Mark
4 (b)	Average credit given is the average length of time it takes for the retailer's creditors to pay the retailer, and is approximately 19 days.	A1 A1 (2)

Question number	Answer	Mark
4 (c)	Cost of goods sold (COGS) = stock at start + net purchases - stock at end = £20,901 + £317,550 - £21,631 = £316,820  Average stock at cost price = $\frac{1}{2}$ (stock at start + stock at end) = $\frac{1}{2}$ (£20,901 + £21,631) = £21,266  Average time in stock = $\frac{\text{average stock}}{\text{COGS}} \times 365 \text{ days} = \frac{£21,266}{£316,820} \times 365 \text{ days} = 24.5 \text{ days}$	M1 M1 M1 A1 (4)

(Total for Question 4 = 12 marks)

Question number	Answer	Mark
5 (a)	Cost outstanding after 2 years = £720,000 - £120,000 - £250,000 = £350,000	M1
	As a proportion of year 3 inflow = £350,000 / £500,000	M1
	Payback period = 2.7 years = 2 years 8.4 months	A1 (3)

Question number	Answer	Mark																								
5 (b)	<table border="1"> <thead> <tr> <th>Cost</th> <th>Cash flow £ (980,000)</th> <th>Discount factor</th> <th>Present Value £ (980,000)</th> </tr> </thead> <tbody> <tr> <td>Year 1 cash inflow</td> <td>(95,000)</td> <td>0.870</td> <td>(82,650)</td> </tr> <tr> <td>Year 2 cash inflow</td> <td>400,000</td> <td>0.756</td> <td>302,400</td> </tr> <tr> <td>Year 3 cash inflow</td> <td>800,000</td> <td>0.658</td> <td>526,400</td> </tr> <tr> <td>Year 4 cash inflow</td> <td>400,000</td> <td>0.572</td> <td>228,800</td> </tr> <tr> <td></td> <td></td> <td></td> <td>(5,050)</td> </tr> </tbody> </table>	Cost	Cash flow £ (980,000)	Discount factor	Present Value £ (980,000)	Year 1 cash inflow	(95,000)	0.870	(82,650)	Year 2 cash inflow	400,000	0.756	302,400	Year 3 cash inflow	800,000	0.658	526,400	Year 4 cash inflow	400,000	0.572	228,800				(5,050)	M1 M1 M1
	Cost	Cash flow £ (980,000)	Discount factor	Present Value £ (980,000)																						
	Year 1 cash inflow	(95,000)	0.870	(82,650)																						
	Year 2 cash inflow	400,000	0.756	302,400																						
	Year 3 cash inflow	800,000	0.658	526,400																						
	Year 4 cash inflow	400,000	0.572	228,800																						
			(5,050)																							
		M1 A1																								
		(5)																								

Question number	Answer	Mark
5 (c)	Project Q has a negative net present value at a discount rate of 15%, and is not acceptable.	A1
	Project P has the shorter payback period and a positive net present value at this rate.	A1
	Project P is therefore recommended to proceed.	A1 (3)

(Total for Question 5 = 11 marks)



Question number	Answer	Mark
6 (a) (i)	Owed to unsecured creditors = £85,790 - £11,110 = £74,680	M1 A1 (2)

Question number	Answer	Mark
6 (a) (ii)	Assets available for unsecured creditors = £52,184 - £11,110 = £41,074	M1 A1 (2)

Question number	Answer	Mark
6 (a) (iii)	Rate in the £ paid to unsecured creditors = £1 x £41,074 / £74,680 = 55p	M1 A1 (2)

Question number	Answer	Mark
6 (b) (i)	Owed to unsecured creditors = £23,310 / 0.6 = £38,850	M1 A1 (2)

Question number	Answer	Mark
6 (a) (ii)	Owed to secured creditors = £64,950 - £38,850 = £26,100	M1 A1 (2)

Question number	Answer	Mark
6 (a) (iii)	Total assets available for creditors = £23,310 + £26,100 = £49,410	M1 A1 (2)

(Total for Question 6 = 12 marks)

Question number	Answer	Mark
7 (a)	Total depreciation over five years = 1,060,000 – 20,000 = 1,040,000  % of cost to be written off each year = $\frac{1,040,000}{1,060,000} \times 100\% = 24.5\%$	M1  M1 A1r  (3)

Question number	Answer	Mark																												
7 (b)	Annual depreciation = $1,040,000 \div 4 = \text{£}260,000$  Depreciation schedule (£)	M1																												
	<table border="1"> <thead> <tr> <th>End of Year</th> <th>Annual Depreciation</th> <th>Accumulated Depreciation</th> <th>Book Value</th> </tr> </thead> <tbody> <tr> <td>0</td> <td>0</td> <td>0</td> <td>1,060,000</td> </tr> <tr> <td>1</td> <td>260,000</td> <td>260,000</td> <td>800,000</td> </tr> <tr> <td>2</td> <td>260,000</td> <td>520,000</td> <td>540,000</td> </tr> <tr> <td>3</td> <td>260,000</td> <td>780,000</td> <td>280,000</td> </tr> <tr> <td>4</td> <td>260,000</td> <td>1,040,000</td> <td>20,000</td> </tr> <tr> <td></td> <td style="text-align: center;">M1</td> <td style="text-align: center;">M1</td> <td style="text-align: center;">M1</td> </tr> </tbody> </table>	End of Year	Annual Depreciation	Accumulated Depreciation	Book Value	0	0	0	1,060,000	1	260,000	260,000	800,000	2	260,000	520,000	540,000	3	260,000	780,000	280,000	4	260,000	1,040,000	20,000		M1	M1	M1	M1
End of Year	Annual Depreciation	Accumulated Depreciation	Book Value																											
0	0	0	1,060,000																											
1	260,000	260,000	800,000																											
2	260,000	520,000	540,000																											
3	260,000	780,000	280,000																											
4	260,000	1,040,000	20,000																											
	M1	M1	M1																											
		A1 (6)																												

Question number	Answer	Mark
7 (c)	Depreciation of Machine B from end year 1 to end year 6 = 800,000 – 20,000 = £780,000	M1
	Number of years from end year 1 to end year 6 = 5	M1
	Depreciation of Machine B per year = $780,000 \div 5 = \text{£}156,000$	M1
	Original cost of Machine B = 800,000 + 156,000 = £956,000	M1 A1 (5)

(Total for Question 7 = 14 marks)

Question number	Answer	Mark
8 (a)	Price relative for year 2006 with year 2005 as base = $10.50 / 11.25 = 0.93$	M1 A1 (2)

Question number	Answer	Mark
8 (b)	Index for year 2005 with year 2004 as base = $100 \times 11.25 / 12.5 = 90$  Index for year 2006 with year 2004 as base = $100 \times 10.50 / 12.5 = 84$  Index of prices: Year      2004      2005      2006 Index    100      90      84	M1  M1  A1 (3)

Question number	Answer	Mark
8 (c)	Index for year 2005 with year 2004 as base = $100 \times 276,000 / 240,000 = 115$  Index for year 2006 with year 2005 as base = $100 \times 345,000 / 276,000 = 125$  Index of sales: Year      2004      2005      2006 Index    100      115      125	M1  M1  A1 (3)

Question number	Answer	Mark
8 (d)	Relative income = $1.08 \times (10.50 - 0.51) / 10.50 = 1.0275$ Percentage increase = $100\% \times (1.0275 - 1) = 2.75\%$	M1  M1 A1r (3)

(Total for Question 8 = 11 marks)