# Singapore CA Qualification (Foundation) Examination 

## 6 June 2022

## Financial Management

## INSTRUCTIONS TO CANDIDATES:

1. The time allowed for this examination paper is $\mathbf{3}$ hours $\mathbf{1 5}$ minutes.
2. This examination paper has FOUR (4) questions and comprises NINETEEN (19) pages (including this instruction sheet, Appendix A and Appendix B). Each question may have MULTIPLE parts and ALL questions are examinable.
3. This is a restricted open book examination. You are allowed to have only the following materials with you at your exam location:

- One A4-sized double-sided cheat sheet
- One A4-sized double-sided blank scratch paper

4. During the examination, you are allowed to use your laptop and any calculators that comply with the SAC's regulations. Please note that watches, mobile phones, tablets, and all other electronic devices MUST NOT be used during the examination.
5. During the examination, videos of you and your computer screen will be recorded for the purpose of ensuring examination integrity and you have consented to these recordings.
6. This examination paper and all video recordings of this exam are the property of the Singapore Accountancy Commission.

## MODULE-SPECIFIC INSTRUCTIONS:

7. Assume that all dollar amounts are in Singapore dollar (S\$) unless otherwise stated.

## IMPORTANT NOTICE:

If you are not feeling well, please do not press "Start Assessment". If you have started and leave during the exam, you would be deemed to have attempted the paper.
e-Exam Question Number

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## **VERY IMPORTANT NOTICE**

1. Your question paper is attached under the "Resource" tab found at the bottom right of EACH question.

## Other important information:

2. You will only be allowed to access the Excel function from your computer.
3. You are NOT ALLOWED to access any websites or reference materials (except for your A4 sized double sided cheat sheet) during the exam.
4. You are NOT ALLOWED to print the question paper.
5. Please take note that your screen will be monitored throughout the examination. If you are found to have accessed unauthorised materials or websites, or if you cheat or attempt to cheat, you will be liable to severe disciplinary action.

Should you encounter any issues during the exam, please call the following number:
+65 61000516
6. You do not need to fill in an answer for this question.

## Question 1 - (a), (b) and (c)

Today is 1 January $20 \times 5$.

Topnote192 (TN) is a listed Singapore business that specialises in the streaming of high-definition audio for audiophiles worldwide. They have a loyal fanbase, partly due to the superior quality of their audio capture process that gives better results than rival platforms.

It has an equity beta factor of 1.5 . It has 10 m shares in issue each with a nominal value of $\$ 0.10$, and a cum-dividend market price of $\$ 2.60$. A dividend of $\$ 0.60$ per share is just about to be paid. In additional to share capital, there is $\$ 15 \mathrm{~m}$ of retained profits on its statement of financial position.

The company also has the following other sources of finance:

- a $\$ 10 \mathrm{~m} 6 \%$ bank loan that was taken out 3 years ago. It is repayable in full on 1 January 20x9.
- $5 \mathrm{~m} 8 \%, \$ 0.50$ preference shares with a current ex-div market price of $\$ 1$ per share.

The risk-free rate of return is $2 \%$, and the market rate of return is $10 \%$. Corporate tax is payable at $17 \%$.

# e-Exam <br> Question <br> Number 

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Question 1 required:
(a) Calculate the current Weighted Average Cost of Capital for TN.
(13 marks)

The Finance Director is concerned that dramatic changes to taxes may affect the company. He is interested in understanding potential impact on the Weighted Average Cost of Capital of an increase in corporate tax rates to, say $30 \%$.
e-Exam Question Number

3

## Question 1 required:

(b)(i) Calculate the impact on the Weighted Average Cost of Capital if corporate tax was to increase to $30 \%$.
(3 marks)
(b)(ii) Discuss whether the increase in taxes would increase or decrease the value of TN. (3 marks)

Alternative sources of finance are being considered to invest $\$ 5 \mathrm{~m}$ in a new app platform. The industry average gearing level is $30 \%$ (measured as the market value of debt / (market value of debt + market value of equity)). The two options being considered are retained earnings (by withholding a dividend) or new debt finance.

## e-Exam Question Number

4

## Question 1 required:

(c) Assuming the traditional view of capital structure, discuss the likely impact on the Weighted Average Cost of Capital, and the value of the company, of each source of finance being considered.

## Question 2 - (a) and (b)

Today is 1 January $20 \times 3$.

Velvet Quiet Ltd (VQL) plans to manufacture smart speakers that actively cancel ambient noise by producing negatively phased sound waves that cancel out white noise, traffic noise, aircraft noise, electrical humming and similar background disturbances. The customer places one smart speaker in each room in their home to achieve 'background silence' rather than background noise.

VQL has chosen a potential manufacturer for the speakers based in the Philippines and is appraising the product before launch.

Future sales are uncertain - the Sales Director's best estimate is 20,000 units in the first year. The annual growth rate is also uncertain. The Sales Director estimates that there is a $75 \%$ chance growth could be $60 \%$ per year, and a $25 \%$ chance it could be 20\% per year.

The sales price per speaker is estimated to be $\mathbf{S} \$ 200$ in nominal terms in each of the initial years, and then reducing to S\$150 in nominal terms in the final year $-20 \times 6$. Manufacturing, transportation and administration costs per speaker are anticipated to be PHP4,625 (PHP = Philippine Peso) in the first year. This is expected to increase in line with Philippine inflation of 5\% per year after the initial year. Inflation in Singapore is predicted to be around $0.5 \%$ per year over the period of the project.

The initial investment is estimated to be S\$6m to purchase specific machinery for the manufacturer. Apportioned head office costs are expected to amount to $\mathrm{S} \$ 5$ per speaker and represent an allocation of existing head office costs in Singapore.

Today, the exchange rate is 37 Philippine Peso to 1 Singapore dollar. The nominal cost of capital is $10 \%$.

Ignore taxation.

## e-Exam Question Number

5

6

## Question 2 required:

(a) Using Purchasing Power Parity, estimate the PHP:SGD exchange rate at 31 December for $20 \times 3$ to $20 \times 6$ inclusive. Present your answer to 2 decimal places.
(4 marks)
(b) Calculate:
(i) The expected annual operating cashflows expressed in Singapore dollars.
(ii) The Net Present Value of the project in Singapore dollars. Recommend if the project should be undertaken based on the result of your calculation.
(5 marks)
(Total: 25 marks)

Question 3 - (a), (b), (c) and (d)

The Finance Director of Living Up Fashions (LUF), a fashion clothing manufacturer, is reviewing the working capital management policies of the business.

Information to the latest year:

| Sales | \$50m per year |
| :--- | :---: |
| Receivables days | 91.25 days |
| Payables days | 9.125 days |
| Inventory days | 182.5 days |
| Gross margin | $40 \%$ |

The 'days' calculations are averages for the year. The net investment in working capital is financed by a $15 \%$ 10-year loan of $\$ 35 \mathrm{~m}$. The amount borrowed caters for the absolute maximum working capital requirement, with any spare cash at any one time being invested in short-term deposits earning interest at a rate of $2 \%$ per year.

The overdraft, with an associated rate of $5 \%$ per year, is rarely if ever used. It would be sufficient to fund working capital if required.

The Board are reluctant to change the working capital management policies as they believe it is good for the business.

The Finance Director has asked you to assist her to prepare some working papers for the Board to demonstrate how improvements may be made.

Assume 365 days a year.

## e-Exam Question Number

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## Question 3 required:

(a) Calculate the amount of investment currently made in working capital.
(b) Calculate the net annual cost of financing this using the current financing arrangements.

The Finance Director is considering the following actions:

- Reduce receivables days by $50 \%$
- Increase payables days by $400 \%$
- Reduce inventory days by $90 \%$
- Finance the entire requirement using the overdraft


## e-Exam Question Number

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## Question 3 required:

(c) Calculate:
(i) The impact on the investment in working capital of implementing the above strategy.
(7 marks)
(ii) The impact of the above policies on the finance charge for the year. You should assume working capital is financed by the overdraft facility.
(2 marks)

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(d) For EACH of the inventory, receivables, and payables, discuss TWO possible business consequences of the proposed changes in policy. (6 marks)
(Total: 25 marks)

## Question 4 - (a), (b) and (c)

ViroBio (VB) is a unique start-up business whose aim is to develop a cure for the common cold. It was founded by 2 university professors who have made promising discoveries and filed patents. They are seeking private funding to develop their findings into a commercial solution. They are seeking funding for the initial 10-year development period, after which they anticipate they will have a marketable product.

The 2 Professors estimate costs of approximately $\$ 10 \mathrm{~m}$ a year for the initial 10-year development period. They are looking to sell a stake in the company now to provide the funding they need to bring their product to market and make a return. $25 \%$ of the funding will be invested in medical research equipment and the remainder will be ongoing research expenses for the 10-year research period.

You work for a private equity investment fund who is considering the acquisition.

| e-Exam <br> Question <br> Number | Question 4 required: |
| :--- | :--- |
| 11 | (a) |
| Discuss SIX problems associated particularly with valuing a <br> start-up business such as VB. |  |

(12 marks)

Assume:

- The Professors' estimates of cost are accurate for the first 10 years.
- That in year 11 revenues will be $\$ 40 \mathrm{~m}$, growing at $18 \%$ indefinitely.
- Costs will be $\$ 40 \mathrm{~m}$ in year 11 , growing at $10 \%$ per annum indefinitely.
- The cost of capital is $20 \%$ per year.


The private equity fund is considering funding the acquisition by reducing dividends paid as opposed to increasing already significant borrowings.

## e-Exam <br> Question <br> Number

13

## Question 4 required:

(c) Consider TWO potential impacts of reducing dividends on the fund's financing and TWO potential impacts on shareholder relationships and recommend, with justification, whether this should be done.
(Total: 25 marks)

## Appendix A - Formulae and Present Value Tables

## Financial ratios

| Current ratio | $=$ Current assets $/$ Current liabilities |
| :--- | :--- |
| Net working capital | $=$ Current assets - Current liabilities |

Return on total assets = Net income / Average total assets
Return on equity = Net income / Average shareholders' equity

Receivables days = (Accounts receivable balance / annual credit sales) $\times 365$
Receivables turnover = (Annual credit sales/ Accounts receivable balance) to give 'times a year'

Payables days $\quad=$ (Accounts payable balance $/$ annual purchases or cost of sales) x 365
Payables turnover = (Annual purchases or cost of sales/ Accounts payable balance) to give 'times a year'

Inventory days = (Inventory balance / cost of sales) x 365
Inventory turnover = (Cost of sales / inventory balance) to give 'times a year'

## Dividend growth model

$\mathrm{K}_{\mathrm{e}}=\left[\mathrm{D}_{\mathrm{o}}(1+\mathrm{g}) / \mathrm{P}_{0}\right]+\mathrm{g}$
Where:
$\mathrm{K}_{\mathrm{e}}=$ the cost of equity
$\mathrm{D}_{0}=$ the current dividend per share
$g=$ future anticipated annual growth rate in dividends per share
$\mathrm{P}_{0}=$ the current ex-div share price

## $g$ can be estimated as

$\left(D_{r} / D_{e}\right)^{(1 / n)}-1$
Where:
$\mathrm{D}_{\mathrm{r}}=$ the latest dividend in a historical pattern
$D_{e}-$ the earliest dividend in a historical pattern
$\mathrm{n}=$ the number of years between the earliest and the latest dividend in a sequence of historical dividends.

Or $\mathrm{g}=\mathrm{b} \times \mathrm{r}$
Where:
$b=$ the proportion of earnings held back
$r=$ the return on reinvested earnings

## Capital Asset Pricing Model (‘CAPM’):

$K_{e}=\mathbf{R}_{\mathrm{f}}+\boldsymbol{\beta}\left(\mathbf{R}_{\mathrm{m}}-\mathbf{R}_{\mathrm{f}}\right)$
$\mathrm{K}_{\mathrm{e}}=$ the cost of equity
$\mathbf{R}_{\mathrm{f}}=$ The risk-free rate of return
$\mathrm{R}_{\mathrm{m}}=$ the return on a market portfolio
$\beta=$ the systematic risk factor

## Valuations

Weighted Average Cost of Capital (WACC)
$\mathrm{WACC} \%=\quad[(\mathrm{Ve} /(\mathrm{Ve}+\mathrm{Vd}) \times \mathrm{Ke}]+[(\mathrm{Vd} /(\mathrm{Ve}+\mathrm{Vd}) \times \mathrm{Kd}]$
Where:
$\mathrm{Ve}=$ The market value of all ordinary shares
$\mathrm{Vd}=$ The market value of debt
$\mathrm{Ke}=$ Cost of Equity
Kd = After-tax Cost of Debt

Constant Growth Dividend discount model
$\mathrm{P}_{0}=\mathrm{D}_{0}(1+\mathrm{g}) /\left(\mathrm{K}_{\mathrm{e}}-\mathrm{g}\right)$
Where:
$\mathrm{K}_{\mathrm{e}}=$ the cost of equity
$\mathrm{D}_{0}=$ the current dividend per share
$g=$ future anticipated annual growth rate in dividends per share
$\mathrm{P}_{0}=$ the current ex-div share value of one share

Price-Earnings (P/E) model (EPS)
$P_{0}=P / E \times E P S$
Where:
$\mathrm{P}_{0}=$ value of 1 ordinary share
$P / E=$ an applicable price/earnings ratio (calculated as price per share / earnings per share)
EPS = earnings per share (being earnings available for distribution to ordinary shareholders / number of ordinary shares)

## Present value of an annuity

$\frac{1-(1+r)^{-n}}{r}$
Where:
$r=$ discount rate
$\mathrm{n}=$ number of periods

## Present value

$P V=F V_{n} /(1+i)^{n}$
Where:
PV = Present Value
$F V_{n}=$ Future value at end of period $n$
$\mathrm{i}=$ Interest rate per period
$\mathrm{n}=$ Number of periods

## Internal Rate of Return

IRR is approximately

$$
A+\frac{(B-A) N_{A}}{\left(N_{A}-N_{B}\right)}
$$

Where:
$\mathrm{A}=$ The lower discount rate chosen
$B \quad=$ The higher discount rate chosen
$\mathrm{N}_{\mathrm{A}}=$ The net present value calculated at $\mathrm{A} \%$
$N_{B}=$ The net present value calculated at B\%

## The Baumol model of cash management:

## $Q=\sqrt{\frac{2 \mathrm{C}_{\mathrm{O}} \mathrm{D}}{\mathrm{C}_{\mathrm{H}}}}$

Where:
$\mathrm{Q}=$ The value of securities to sell each time
$\mathrm{C}_{0}=$ The fixed costs associated with selling a parcel of securities
D = The annual demand for cash
$\mathrm{C}_{\mathrm{H}}=$ The annual interest rate, as a decimal. Associated with holding cash as opposed to investments

Present value interest factor of an (ordinary) annuity of $\$ 1$ per period at $\mathbf{i} \%$ for n periods, PVIFA(i,n).

| Period | $1 \%$ | $2 \%$ | $3 \%$ | $4 \%$ | $5 \%$ | $6 \%$ | $7 \%$ | $8 \%$ | $9 \%$ | $10 \%$ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1 | 0.990 | 0.980 | 0.971 | 0.962 | 0.952 | 0.943 | 0.935 | 0.926 | 0.917 | 0.909 |
| 2 | 1.970 | 1.942 | 1.913 | 1.886 | 1.859 | 1.833 | 1.808 | 1.783 | 1.759 | 1.736 |
| 3 | 2.941 | 2.884 | 2.829 | 2.775 | 2.723 | 2.673 | 2.624 | 2.577 | 2.531 | 2.487 |
| 4 | 3.902 | 3.808 | 3.717 | 3.630 | 3.546 | 3.465 | 3.387 | 3.312 | 3.240 | 3.170 |
| 5 | 4.853 | 4.713 | 4.580 | 4.452 | 4.329 | 4.212 | 4.100 | 3.993 | 3.890 | 3.791 |
| 6 | 5.795 | 5.601 | 5.417 | 5.242 | 5.076 | 4.917 | 4.767 | 4.623 | 4.486 | 4.355 |
| 7 | 6.728 | 6.472 | 6.230 | 6.002 | 5.786 | 5.582 | 5.389 | 5.206 | 5.033 | 4.868 |
| 8 | 7.652 | 7.325 | 7.020 | 6.733 | 6.463 | 6.210 | 5.971 | 5.747 | 5.535 | 5.335 |
| 9 | 8.566 | 8.162 | 7.786 | 7.435 | 7.108 | 6.802 | 6.515 | 6.247 | 5.995 | 5.759 |
| 10 | 9.471 | 8.983 | 8.530 | 8.111 | 7.722 | 7.360 | 7.024 | 6.710 | 6.418 | 6.145 |
| 11 | 10.368 | 9.787 | 9.253 | 8.760 | 8.306 | 7.887 | 7.499 | 7.139 | 6.805 | 6.495 |
| 12 | 11.255 | 10.575 | 9.954 | 9.385 | 8.863 | 8.384 | 7.943 | 7.536 | 7.161 | 6.814 |
| 13 | 12.134 | 11.348 | 10.635 | 9.986 | 9.394 | 8.853 | 8.358 | 7.904 | 7.487 | 7.103 |
| 14 | 13.004 | 12.106 | 11.296 | 10.563 | 9.899 | 9.295 | 8.745 | 8.244 | 7.786 | 7.367 |
| 15 | 13.865 | 12.849 | 11.938 | 11.118 | 10.380 | 9.712 | 9.108 | 8.559 | 8.061 | 7.606 |
| 16 | 14.718 | 13.578 | 12.561 | 11.652 | 10.838 | 10.106 | 9.447 | 8.851 | 8.313 | 7.824 |
| 17 | 15.562 | 14.292 | 13.166 | 12.166 | 11.274 | 10.477 | 9.763 | 9.122 | 8.544 | 8.022 |
| 18 | 16.398 | 14.992 | 13.754 | 12.659 | 11.690 | 10.828 | 10.059 | 9.372 | 8.756 | 8.201 |
| 19 | 17.226 | 15.678 | 14.324 | 13.134 | 12.085 | 11.158 | 10.336 | 9.604 | 8.950 | 8.365 |
| 20 | 18.046 | 16.351 | 14.877 | 13.590 | 12.462 | 11.470 | 10.594 | 9.818 | 9.129 | 8.514 |


| Period | $11 \%$ | $12 \%$ | $13 \%$ | $14 \%$ | $15 \%$ | $16 \%$ | $17 \%$ | $18 \%$ | $19 \%$ | $20 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| 1 | 0.901 | 0.893 | 0.885 | 0.877 | 0.870 | 0.862 | 0.855 | 0.847 | 0.840 | 0.833 |
| 2 | 1.713 | 1.690 | 1.668 | 1.647 | 1.626 | 1.605 | 1.585 | 1.566 | 1.547 | 1.528 |
| 3 | 2.444 | 2.402 | 2.361 | 2.322 | 2.283 | 2.246 | 2.210 | 2.174 | 2.140 | 2.106 |
| 4 | 3.102 | 3.037 | 2.974 | 2.914 | 2.855 | 2.798 | 2.743 | 2.690 | 2.639 | 2.589 |
| 5 | 3.696 | 3.605 | 3.517 | 3.433 | 3.352 | 3.274 | 3.199 | 3.127 | 3.058 | 2.991 |
| 6 | 4.231 | 4.111 | 3.998 | 3.889 | 3.784 | 3.685 | 3.589 | 3.498 | 3.410 | 3.326 |
| 7 | 4.712 | 4.564 | 4.423 | 4.288 | 4.160 | 4.039 | 3.922 | 3.812 | 3.706 | 3.605 |
| 8 | 5.146 | 4.968 | 4.799 | 4.639 | 4.487 | 4.344 | 4.207 | 4.078 | 3.954 | 3.837 |
| 9 | 5.537 | 5.328 | 5.132 | 4.946 | 4.772 | 4.607 | 4.451 | 4.303 | 4.163 | 4.031 |
| 10 | 5.889 | 5.650 | 5.426 | 5.216 | 5.019 | 4.833 | 4.659 | 4.494 | 4.339 | 4.192 |
| 11 | 6.207 | 5.938 | 5.687 | 5.453 | 5.234 | 5.029 | 4.836 | 4.656 | 4.486 | 4.327 |
| 12 | 6.492 | 6.194 | 5.918 | 5.660 | 5.421 | 5.197 | 4.988 | 4.793 | 4.611 | 4.439 |
| 13 | 6.750 | 6.424 | 6.122 | 5.842 | 5.583 | 5.342 | 5.118 | 4.910 | 4.715 | 4.533 |
| 14 | 6.982 | 6.628 | 6.302 | 6.002 | 5.724 | 5.468 | 5.229 | 5.008 | 4.802 | 4.611 |
| 15 | 7.191 | 6.811 | 6.462 | 6.142 | 5.847 | 5.575 | 5.324 | 5.092 | 4.876 | 4.675 |
| 16 | 7.379 | 6.974 | 6.604 | 6.265 | 5.954 | 5.668 | 5.405 | 5.162 | 4.938 | 4.730 |
| 17 | 7.549 | 7.120 | 6.729 | 6.373 | 6.047 | 5.749 | 5.475 | 5.222 | 4.990 | 4.775 |
| 18 | 7.702 | 7.250 | 6.840 | 6.467 | 6.128 | 5.818 | 5.534 | 5.273 | 5.033 | 4.812 |
| 19 | 7.839 | 7.366 | 6.938 | 6.550 | 6.198 | 5.877 | 5.584 | 5.316 | 5.070 | 4.843 |
| 20 | 7.963 | 7.469 | 7.025 | 6.623 | 6.259 | 5.929 | 5.628 | 5.353 | 5.101 | 4.870 |


| Present value interest factor of \$1 per period at i\%for n periods, PVIF(i,n). |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | 1\% | 2\% | 3\% | 4\% | 5\% | 6\% | 7\% | 8\% | 9\% | 10\% |
| 1 | 0.990 | 0.980 | 0.971 | 0.962 | 0.952 | 0.943 | 0.935 | 0.926 | 0.917 | 0.909 |
| 2 | 0.980 | 0.961 | 0.943 | 0.925 | 0.907 | 0.890 | 0.873 | 0.857 | 0.842 | 0.826 |
| 3 | 0.971 | 0.942 | 0.915 | 0.889 | 0.864 | 0.840 | 0.816 | 0.794 | 0.772 | 0.751 |
| 4 | 0.961 | 0.924 | 0.888 | 0.855 | 0.823 | 0.792 | 0.763 | 0.735 | 0.708 | 0.683 |
| 5 | 0.951 | 0.906 | 0.863 | 0.822 | 0.784 | 0.747 | 0.713 | 0.681 | 0.650 | 0.621 |
| 6 | 0.942 | 0.888 | 0.837 | 0.790 | 0.746 | 0.705 | 0.666 | 0.630 | 0.596 | 0.564 |
| 7 | 0.933 | 0.871 | 0.813 | 0.760 | 0.711 | 0.665 | 0.623 | 0.583 | 0.547 | 0.513 |
| 8 | 0.923 | 0.853 | 0.789 | 0.731 | 0.677 | 0.627 | 0.582 | 0.540 | 0.502 | 0.467 |
| 9 | 0.914 | 0.837 | 0.766 | 0.703 | 0.645 | 0.592 | 0.544 | 0.500 | 0.460 | 0.424 |
| 10 | 0.905 | 0.820 | 0.744 | 0.676 | 0.614 | 0.558 | 0.508 | 0.463 | 0.422 | 0.386 |
| 11 | 0.896 | 0.804 | 0.722 | 0.650 | 0.585 | 0.527 | 0.475 | 0.429 | 0.388 | 0.350 |
| 12 | 0.887 | 0.788 | 0.701 | 0.625 | 0.557 | 0.497 | 0.444 | 0.397 | 0.356 | 0.319 |
| 13 | 0.879 | 0.773 | 0.681 | 0.601 | 0.530 | 0.469 | 0.415 | 0.368 | 0.326 | 0.290 |
| 14 | 0.870 | 0.758 | 0.661 | 0.577 | 0.505 | 0.442 | 0.388 | 0.340 | 0.299 | 0.263 |
| 15 | 0.861 | 0.743 | 0.642 | 0.555 | 0.481 | 0.417 | 0.362 | 0.315 | 0.275 | 0.239 |
| 16 | 0.853 | 0.728 | 0.623 | 0.534 | 0.458 | 0.394 | 0.339 | 0.292 | 0.252 | 0.218 |
| 17 | 0.844 | 0.714 | 0.605 | 0.513 | 0.436 | 0.371 | 0.317 | 0.270 | 0.231 | 0.198 |
| 18 | 0.836 | 0.700 | 0.587 | 0.494 | 0.416 | 0.350 | 0.296 | 0.250 | 0.212 | 0.180 |
| 19 | 0.828 | 0.686 | 0.570 | 0.475 | 0.396 | 0.331 | 0.277 | 0.232 | 0.194 | 0.164 |
| 20 | 0.820 | 0.673 | 0.554 | 0.456 | 0.377 | 0.312 | 0.258 | 0.215 | 0.178 | 0.14 |


| Period | $11 \%$ | $12 \%$ | $13 \%$ | $14 \%$ | $15 \%$ | $16 \%$ | $17 \%$ | $18 \%$ | $19 \%$ | $20 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| 1 | 0.901 | 0.893 | 0.885 | 0.877 | 0.870 | 0.862 | 0.855 | 0.847 | 0.840 | 0.833 |
| 2 | 0.812 | 0.797 | 0.783 | 0.769 | 0.756 | 0.743 | 0.731 | 0.718 | 0.706 | 0.694 |
| 3 | 0.731 | 0.712 | 0.693 | 0.675 | 0.658 | 0.641 | 0.624 | 0.609 | 0.593 | 0.579 |
| 4 | 0.659 | 0.636 | 0.613 | 0.592 | 0.572 | 0.552 | 0.534 | 0.516 | 0.499 | 0.482 |
| 5 | 0.593 | 0.567 | 0.543 | 0.519 | 0.497 | 0.476 | 0.456 | 0.437 | 0.419 | 0.402 |
| 6 | 0.535 | 0.507 | 0.480 | 0.456 | 0.432 | 0.410 | 0.390 | 0.370 | 0.352 | 0.335 |
| 7 | 0.482 | 0.452 | 0.425 | 0.400 | 0.376 | 0.354 | 0.333 | 0.314 | 0.296 | 0.279 |
| 8 | 0.434 | 0.404 | 0.376 | 0.351 | 0.327 | 0.305 | 0.285 | 0.266 | 0.249 | 0.233 |
| 9 | 0.391 | 0.361 | 0.333 | 0.308 | 0.284 | 0.263 | 0.243 | 0.225 | 0.209 | 0.194 |
| 10 | 0.352 | 0.322 | 0.295 | 0.270 | 0.247 | 0.227 | 0.208 | 0.191 | 0.176 | 0.162 |
| 11 | 0.317 | 0.287 | 0.261 | 0.237 | 0.215 | 0.195 | 0.178 | 0.162 | 0.148 | 0.135 |
| 12 | 0.286 | 0.257 | 0.231 | 0.208 | 0.187 | 0.168 | 0.152 | 0.137 | 0.124 | 0.112 |
| 13 | 0.258 | 0.229 | 0.204 | 0.182 | 0.163 | 0.145 | 0.130 | 0.116 | 0.104 | 0.093 |
| 14 | 0.232 | 0.205 | 0.181 | 0.160 | 0.141 | 0.125 | 0.111 | 0.099 | 0.088 | 0.078 |
| 15 | 0.209 | 0.183 | 0.160 | 0.140 | 0.123 | 0.108 | 0.095 | 0.084 | 0.074 | 0.065 |
| 16 | 0.188 | 0.163 | 0.141 | 0.123 | 0.107 | 0.093 | 0.081 | 0.071 | 0.062 | 0.054 |
| 17 | 0.170 | 0.146 | 0.125 | 0.108 | 0.093 | 0.080 | 0.069 | 0.060 | 0.052 | 0.045 |
| 18 | 0.153 | 0.130 | 0.111 | 0.095 | 0.081 | 0.069 | 0.059 | 0.051 | 0.044 | 0.038 |
| 19 | 0.138 | 0.116 | 0.098 | 0.083 | 0.070 | 0.060 | 0.051 | 0.043 | 0.037 | 0.031 |
| 20 | 0.124 | 0.104 | 0.087 | 0.073 | 0.061 | 0.051 | 0.043 | 0.037 | 0.031 | 0.026 |

## Appendix B - Common verbs used by the Examiners

| Verb | Description |
| :--- | :--- |
| Calculate / <br> Compute | Do the number crunching and derive the correct answer. Make <br> sure that you write down your workings and crosscheck your <br> numbers. |
| Discuss | Discuss requires you to provide the 'for' and 'against' arguments, <br> you cannot have a discussion without opposing views otherwise it <br> would be just a conversation. If discuss is placed near the front <br> of the instruction, then it requires you to provide an answer that is <br> similar to explain, but addresses both the for and against <br> arguments. |
| Estimate | Suggest an approximate value (or range of values) based on the <br> available information. Remember, although estimating involves <br> uncertainty, some answers will be more right (or appropriate) than <br> others. |
| Justify | Whenever you see the word justify you must provide reasons for <br> your answer, in other words, provide support for your argument or |
| conclusion. If fou fail to justify your answer, you will lose valuable |  |
| marks. Justify is similar to defend. |  |\(\left|\begin{array}{l}Make a statement about the most appropriate course of action. If <br>

there is more than one possible course of action, state which <br>
action you would choose and why (justify your choice). Your <br>
professional judgment and your ability to interpret the wider <br>
situation are critical to scoring well in these types of questions. <br>
Don't forget to think about the future and the past, not just the <br>

present when making a recommendation.\end{array}\right|\)| Recomment |
| :--- | :--- |

