



TPE 2023 – Case Study Mark Sheet

Erskine

Marked by

Student name	Technical	Professional	Total mark

Presentation and Approach (Professional Skills)

	Max	Marks	As a result of
Judgement	14		
Analysis (Method)	12		
Communication	12		
Ethical	12		
Total mark	50		

Additional Comments to Student

(any specific sections significantly impacting on overall mark – exception basis)

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Valuation of Dave's 35% shareholding

- 1.1 FME changes
- 1.2 Assumptions and explanations
- 1.3 Discussion of method
- 1.4 Consideration of multiplier
- 1.5 Credible valuation presented
- 1.6 Other criteria which will affect the proposal

4		
4		
2		
2		
2		
8	22	

Document on Risks, mitigation & profitability

- 2.1 Business risk
- 2.2 Mitigation
- 2.3 Profit improvements

4		
4		
6	14	

Implications for Erskine of CVL

- 3.1 Implications for Erskine

6	6	
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Assessment of Statement of Affairs

- 4.1 Assessment of position

6	6	
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Options for continuing Erskine business

- 5.1 Inject additional finance into the business
- 5.2 Acquire business from Liquidator/start up new
- 5.3 CVA/administration/liquidation
- 5.4 Directors Disqualification Act/wrongful trading
- 5.5 Other considerations
- 5.6 Conclusions and recommen'n

6		
6		
5		
4		
4		
2	27	

TOTAL

75	75	
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Presentation and Approach

Judgement

The candidate focussed on key items and had balance across the paper	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate reached credible conclusions on valuation	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate provided sensible proposals for Colin's options for continuing Erskine	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate demonstrated good commercial judgement	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Analysis (Method)

The candidate considered the key business risks to support the improvements to the business	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate considered financial and non-financial factors affecting the valuation	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate provided a reasonable reflection of the financial position of Erskine through commenting on the Statement of Affairs	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate provided the relevant points to be considered for the CVL	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Communication

The candidate used sections/headings, with summaries and cross-referencing, where appropriate	20	40	60	80	100
The candidate used appropriate language tailored to the case study	20	40	60	80	100
The candidate tailored the slide content points and speaker notes to the needs of the directors of Erskine	20	40	60	80	100
The candidate produced a good executive summary	20	40	60	80	100

Ethical

Attitude of directors / Loan write off as distribution (Professional behaviour)	20	40	60	80	100
Other Tax / VAT issues (Professional behaviour)	20	40	60	80	100
Report to MLRO / Suspicion of fraud by Mary (Integrity)	20	40	60	80	100
Colin's role (Objectivity)	20	40	60	80	100
Brian Branch relationship (Objectivity)	20	40	60	80	100