13	eg 1.2×0.65 (= 0.78) **or** $1.2L \times 0.65W$ (= $0.78LW$) **or** $1.2 \times 0.65 \times 100$ (= 78) **or** $1.2L \times 0.65W \times 100$ (= $78LW$)		3	M1	allow use of other variables to L and W as long as clearly labelled as length and width allow (1 + 0.2) as their 1.2 and (1 – 0.35) as their 0.65
	eg (1 – "0.78") × 100 **or** (LW – "$0.78LW$") × 100 (= $22LW$) **or** 100 – "78" **or** $100LW$ – "$78LW$" (= $22LW$)			M1	method to find the percentage reduction, allow the subtraction to be written the other way around eg "78" – 100
	Correct answer scores full marks (unless from obvious incorrect working)	22		A1	allow −22
					Total 3 marks

ALTERNATIVE Q13 mark scheme (using values for *L* and *W*)

13	eg $1.2 \times x$ **and** $0.65 \times y$ where x and y are positive numbers		3	M1	accept any positive values for x and y allow (1 + 0.2) as their 1.2 and (1 – 0.35) as their 0.65
	eg $\left(1-\frac{1.2x\times0.65y}{xy}\right)\times100$ **or** $\left(\frac{xy-1.2x\times0.65y}{xy}\right)\times100$			M1	method to find the percentage reduction, allow the subtraction to be written the other way around eg $\left(\frac{1.2x\times0.65y}{xy}-1\right)\times100$
	Correct answer scores full marks (unless from obvious incorrect working)	22		A1	allow −22
					Total 3 marks