

**6** A mobile phone company records their annual sales on 31<sup>st</sup> December every year.

Paul thinks that the annual sales,  $S$  million, can be modelled by the equation  $S = ab^t$ , where  $a$  and  $b$  are both positive constants and  $t$  is the number of years since 31<sup>st</sup> December 2015.

Paul tests his theory by using the annual sales figures from 31<sup>st</sup> December 2015 to 31<sup>st</sup> December 2019. He plots these results on a graph, with  $t$  on the horizontal axis and  $\log_{10} S$  on the vertical axis.

**(a)** Explain why, if Paul's model is correct, the results should lie on a straight line of best fit on his graph. **[3]**

The results lie on a straight line of best fit which has a gradient of 0.146 and an intercept on the vertical axis of 0.583.

**(b)** Use these values to obtain estimates for  $a$  and  $b$ , correct to 2 significant figures. **[2]**

**(c)** Use this model to predict the year in which, on the 31<sup>st</sup> December, the annual sales would first be recorded as greater than 200 million. **[3]**

**(d)** Give a reason why this prediction may not be reliable. **[1]**