

Aberdeen

q1 2012 business confidence report



headlines

- Q1 2012 saw a new record in company registrations in Aberdeen when compared to any previous Q1.
- February 2012 saw a new record in company registrations in Aberdeen when compared to any previous February.
- Q1 2012 saw a new record in company closures in Aberdeen when compared to any previous Q1.
- January 2012 saw a new record in company closures in Aberdeen when compared to any previous January.

contents

new company registrations

closed companies (dissolved)

net company growth

uk company share

director age

director gender

naming trends

sic data

Quarterly Data (Q1 Jan-Mar 2012)

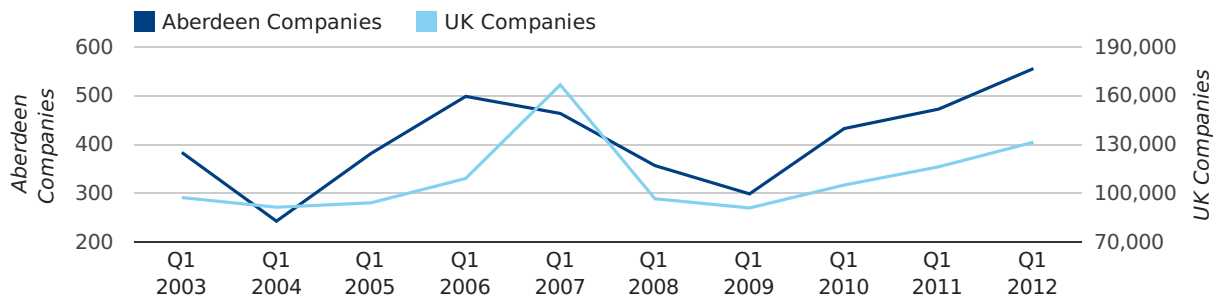
Q1 2012 saw a new record in company registrations in Aberdeen when compared to any previous Q1.

A total of 556 companies were registered in Aberdeen during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 17.5% versus the same period last year (Q1 2011). This figure compares well to the UK as a whole, which saw an increase of 13.0% against the same period last year.

| FIRST QUARTER (JAN 2012 - MAR 2012) | ABERDEEN | UK |
|-------------------------------------|------------|----------------|
| 2012 | 556 | 131,491 |
| 2011 | 473 | 116,391 |
| % CHANGE | 17.5% | 13.0% |
| RECORD YEAR | 2012 (556) | 2007 (166,814) |

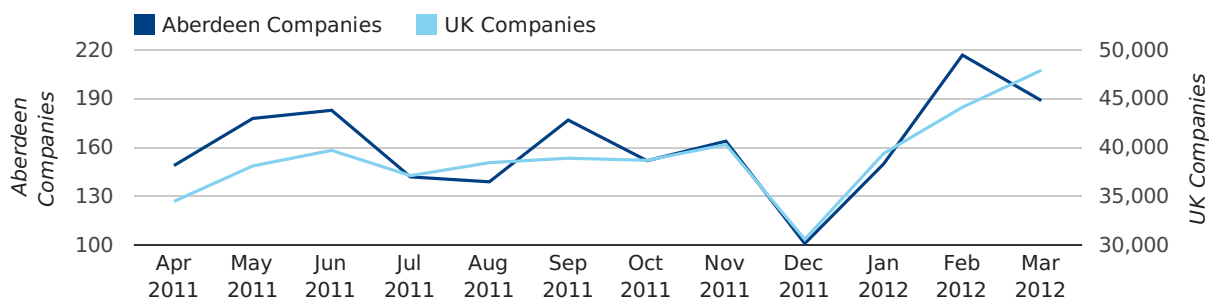
new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

February 2012 saw a new record in company registrations in Aberdeen when compared to any previous February.

new companies by month



| | JANUARY | FEBRUARY | MARCH |
|-----------------------|------------|------------|------------|
| NEW COMPANIES IN 2012 | 150 | 217 | 189 |
| NEW COMPANIES IN 2011 | 136 | 133 | 204 |
| % CHANGE | 10.3% | 63.2% | -7.4% |
| RECORD YEAR | 2006 (199) | 2012 (217) | 2001 (275) |

Quarterly Data (Q1 Jan-Mar 2012)

Q1 2012 saw a new record in company closures in Aberdeen when compared to any previous Q1.

A total of 534 companies were dissolved in Aberdeen during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 58.0% versus the same period last year (Q1 2011). This figure compares poorly to the UK as a whole, which saw a decrease of 25.7% against the same period last year.

| FIRST QUARTER (JAN 2012 - MAR 2012) | ABERDEEN | UK |
|-------------------------------------|------------|----------------|
| 2012 | 534 | 67,576 |
| 2011 | 338 | 90,986 |
| % CHANGE | 58.0% | -25.7% |
| RECORD YEAR | 2012 (534) | 2009 (108,060) |

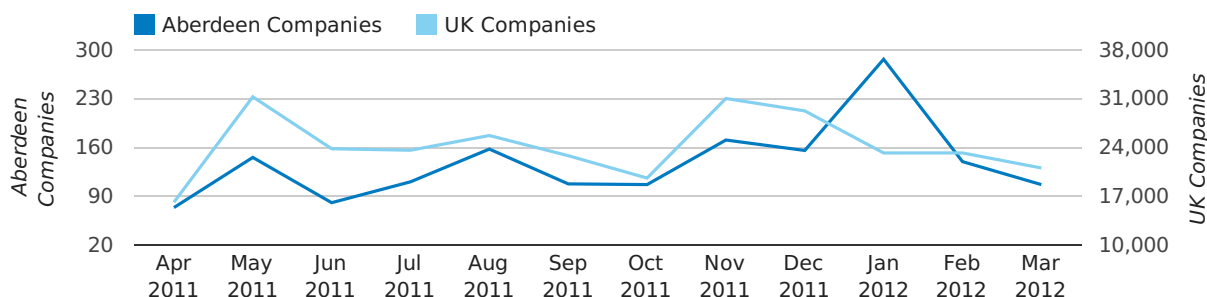
dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

January 2012 saw a new record in company closures in Aberdeen when compared to any previous January.

dissolved companies by month



| | JANUARY | FEBRUARY | MARCH |
|--------------------------|------------|------------|------------|
| CLOSED COMPANIES IN 2012 | 287 | 140 | 107 |
| CLOSED COMPANIES IN 2011 | 157 | 86 | 95 |
| % CHANGE | 82.8% | 62.8% | 13% |
| RECORD YEAR | 2012 (287) | 2010 (163) | 2010 (207) |

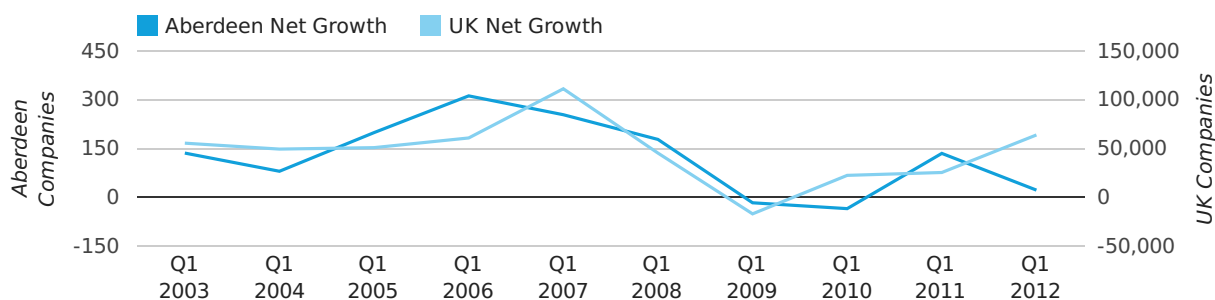
Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Aberdeen during the first quarter of 2012 (Jan 2012 - Mar 2012) was 22 companies.

This represents a decrease of 83.7% on the same period last year.

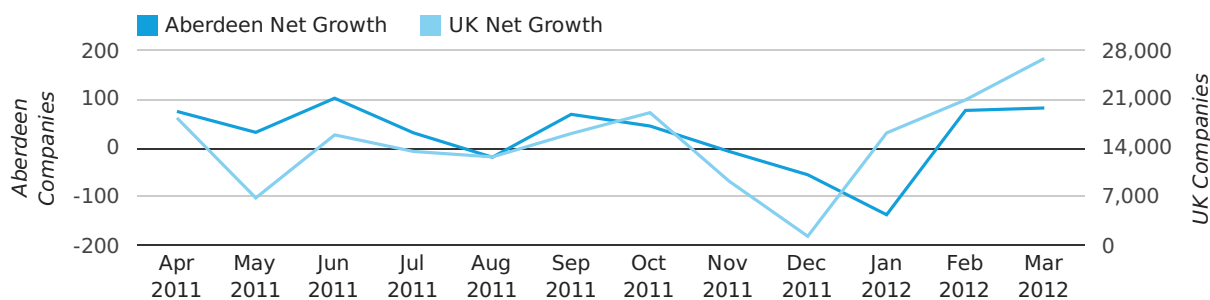
| FIRST QUARTER (JAN 2012 - MAR 2012) | ABERDEEN | UK |
|-------------------------------------|------------|----------------|
| 2012 | 22 | 63,915 |
| 2011 | 135 | 25,405 |
| % CHANGE | -83.7% | 151.6% |
| RECORD YEAR | 2006 (312) | 2007 (111,282) |

net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

net growth by month



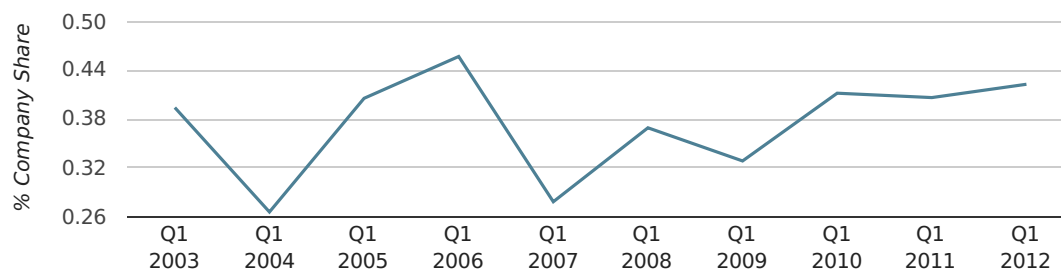
| | JANUARY | FEBRUARY | MARCH |
|--------------------|------------|------------|------------|
| NET GROWTH IN 2012 | -137 | 77 | 82 |
| NET GROWTH IN 2011 | -21 | 47 | 109 |
| % CHANGE | 552.4% | 63.8% | -24.8% |
| RECORD YEAR | 2006 (152) | 2005 (142) | 2001 (202) |

Quarterly Data (Q1 Jan-Mar 2012)

In the first quarter of 2012, Aberdeen formed 0.4% of all UK companies.

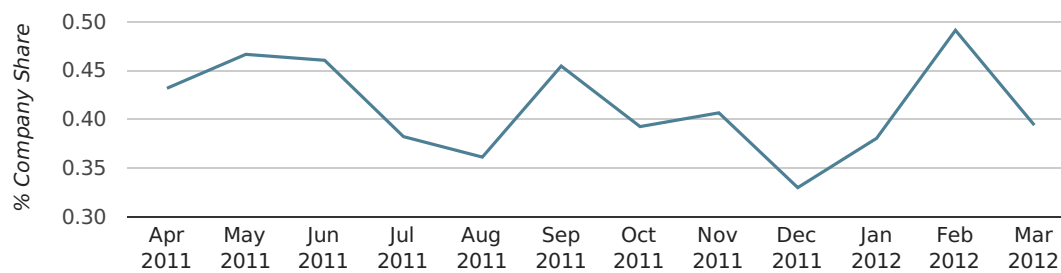
| FIRST QUARTER (JAN 2012 - MAR 2012) | ABERDEEN |
|-------------------------------------|-------------|
| 2012 | 0.4% |
| 2011 | 0.4% |
| 2010 | 0.4% |
| 2009 | 0.3% |
| 2008 | 0.4% |
| RECORD YEAR (SINCE 1960) | 1992 (0.9%) |

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



| | JANUARY | FEBRUARY | MARCH |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2012 | 0.4% | 0.5% | 0.4% |
| UK FORMATION SHARE IN 2011 | 0.4% | 0.4% | 0.5% |
| % CHANGE | -5.4% | 39.6% | -13.3% |
| RECORD YEAR | 1991 (1.1%) | 1990 (1.2%) | 1979 (5.7%) |

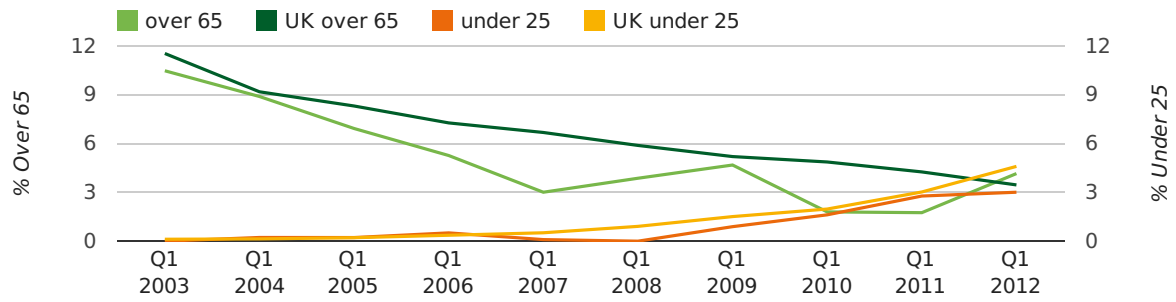
Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 42.5.

The percentage of directors under the age of 25 was 3.0% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 4.2% compared to the UK figure of 3.5%.

director age by quarter

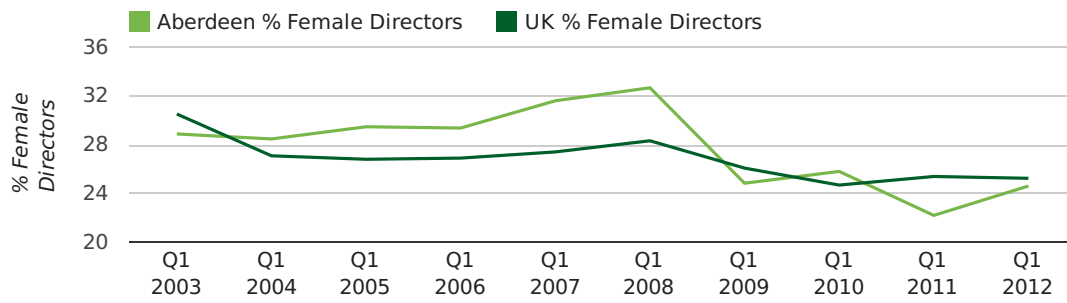


Quarterly Data (Q1 Jan-Mar 2012)

The record first quarter for female directors in Aberdeen was in 1861 when 40.0% of all directors were female.

24.6% of all director appointments in Aberdeen in the first quarter of 2012 were female. This compares to a UK average of 25.3% for the same period.

director gender by quarter



Previous 12 months (Mar 2011-Mar 2012)

Excluding: LIMITED, LTD, &, UK, SERVICES, THE, (UK), AND, LTD., A, LLP, SOLUTIONS, COMPANY, OF.

| WORD | PERCENTAGE | UK WORD | UK PERCENTAGE |
|-------------|------------|--------------|---------------|
| ENGINEERING | 6.88% | CONSULTING | 5.07% |
| DESIGN | 2.20% | MANAGEMENT | 4.74% |
| CONSULTANCY | 2.12% | CONSULTANCY | 3.30% |
| ABERDEEN | 2.01% | PROPERTY | 2.37% |
| CONSULTING | 1.93% | TRADING | 2.07% |
| ENERGY | 1.81% | DESIGN | 1.93% |
| MANAGEMENT | 1.69% | ENGINEERING | 1.86% |
| CONSULTANTS | 1.49% | ASSOCIATES | 1.84% |
| (ABERDEEN) | 1.26% | CONSULTANTS | 1.79% |
| SUBSEA | 1.26% | BUSINESS | 1.73% |
| PROJECT | 0.94% | MEDIA | 1.72% |
| OIL | 0.83% | CONSTRUCTION | 1.72% |
| OFFSHORE | 0.83% | LONDON | 1.66% |
| PROPERTY | 0.75% | J | 1.54% |
| ELECTRICAL | 0.67% | INVESTMENTS | 1.51% |
| GLOBAL | 0.63% | GLOBAL | 1.50% |
| PROPERTIES | 0.63% | IT | 1.40% |
| OILFIELD | 0.59% | CARE | 1.34% |
| PLANNING | 0.59% | PROPERTIES | 1.31% |
| TRADING | 0.55% | ELECTRICAL | 1.27% |
| DRILLING | 0.55% | M | 1.27% |
| BUSINESS | 0.51% | BUILDING | 1.24% |
| WELL | 0.51% | ENERGY | 1.20% |
| SHELF | 0.47% | S | 1.20% |
| PACIFIC | 0.47% | ENTERPRISES | 1.19% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 631 | 216,665 |
| 82990 - Other business support service activities not elsewhere classified | 349 | 35,233 |
| 7487 - Other business activities | 305 | 52,735 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 202 | 9,892 |
| 96090 - Other service activities not elsewhere classified | 106 | 13,637 |
| 70229 - Management consultancy activities other than financial management | 97 | 19,704 |
| 71129 - Other engineering activities | 80 | 2,217 |
| 7414 - Business & management consultancy | 52 | 12,113 |
| 09100 - Support activities for petroleum and natural gas extraction | 52 | 272 |
| 74990 - Non-trading company | 43 | 9,729 |
| 99999 - Dormant Company | 38 | 25,084 |
| 9999 - Dormant Company | 36 | 18,617 |
| 71122 - Engineering related scientific and technical consulting activities | 34 | 1,011 |
| 62020 - Information technology consultancy activities | 30 | 14,303 |
| 9305 - Other service activities | 29 | 8,818 |
| 1120 - Services to oil and gas extraction | 29 | 182 |
| 5530 - Restaurants | 23 | 4,633 |
| 71121 - Engineering design activities for industrial process and production | 21 | 513 |
| 56101 - Licensed restaurants | 19 | 1,885 |
| 68209 - Other letting and operating of own or leased real estate | 19 | 4,427 |