Aylesbury

q1 2012 business confidence report



headlines

- March 2012 saw a new record in company registrations in Aylesbury when compared to any previous March.
- January 2012 saw a new record in company registrations in Aylesbury when compared to any previous January.
- January 2012 saw a new record in net growth in Aylesbury when compared to any previous January.

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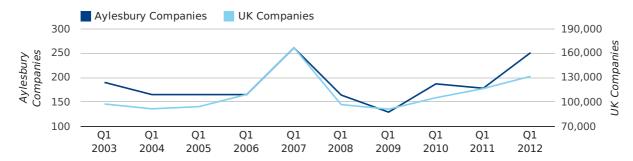
| new company registrations | |
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A total of 251 companies were registered in Aylesbury during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 41.0% 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) | AYLESBURY | UK |
|-------------------------------------|------------|----------------|
| 2012 | 251 | 131,491 |
| 2011 | 178 | 116,391 |
| % CHANGE | 41.0% | 13.0% |
| RECORD YEAR | 2007 (261) | 2007 (166,814) |

new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

March 2012 saw a new record in company registrations in Aylesbury when compared to any previous March.

January 2012 saw a new record in company registrations in Aylesbury when compared to any previous January.

new companies by month



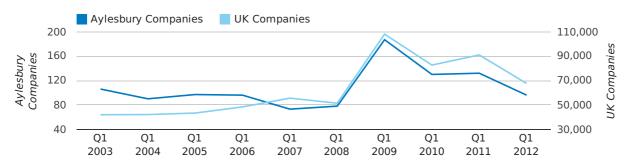
| | JANUARY | FEBRUARY | MARCH |
|-----------------------|-----------|------------|-----------|
| NEW COMPANIES IN 2012 | 73 | 86 | 92 |
| NEW COMPANIES IN 2011 | 49 | 63 | 66 |
| % CHANGE | 49.0% | 36.5% | 39.4% |
| RECORD YEAR | 2012 (73) | 2007 (104) | 2012 (92) |

A total of 96 companies were dissolved in Aylesbury during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 27.3% versus the same period last year (Q1 2011). This figure compares well 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) | AYLESBURY | UK |
|-------------------------------------|------------|----------------|
| 2012 | 96 | 67,576 |
| 2011 | 132 | 90,986 |
| % CHANGE | -27.3% | -25.7% |
| RECORD YEAR | 2009 (187) | 2009 (108,060) |

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

dissolved companies by month



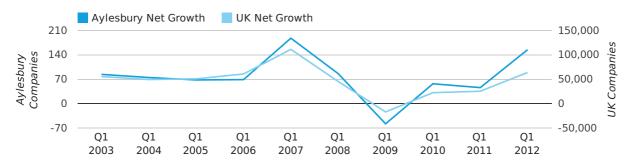
| | JANUARY | FEBRUARY | MARCH |
|--------------------------|-----------|-----------|------------|
| CLOSED COMPANIES IN 2012 | 27 | 33 | 36 |
| CLOSED COMPANIES IN 2011 | 41 | 49 | 42 |
| % CHANGE | -34.1% | -32.7% | -14% |
| RECORD YEAR | 2006 (48) | 2011 (49) | 2009 (123) |

Net company growth for Aylesbury during the first quarter of 2012 (Jan 2012 - Mar 2012) was 155 companies.

This represents an increase of 237.0% on the same period last year.

| FIRST QUARTER (JAN 2012 - MAR 2012) | AYLESBURY | UK |
|-------------------------------------|------------|----------------|
| 2012 | 155 | 63,915 |
| 2011 | 46 | 25,405 |
| % CHANGE | 237.0% | 151.6% |
| RECORD YEAR | 2007 (188) | 2007 (111,282) |

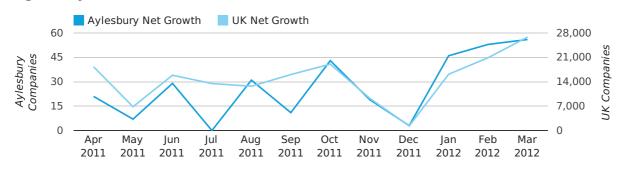
net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

January 2012 saw a new record in net growth in Aylesbury when compared to any previous January.

net growth by month

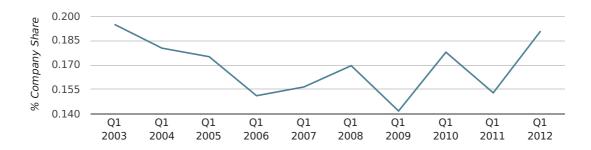


| | JANUARY | FEBRUARY | MARCH |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2012 | 46 | 53 | 56 |
| NET GROWTH IN 2011 | 8 | 14 | 24 |
| % CHANGE | 475.0% | 278.6% | 133.3% |
| RECORD YEAR | 2012 (46) | 2007 (85) | 2007 (64) |

In the first quarter of 2012, Aylesbury formed 0.2% of all UK companies.

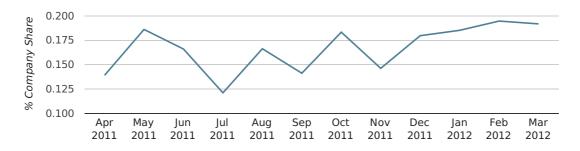
| FIRST QUARTER (JAN 2012 - MAR 2012) | AYLESBURY |
|-------------------------------------|-------------|
| 2012 | 0.2% |
| 2011 | 0.2% |
| 2010 | 0.2% |
| 2009 | 0.1% |
| 2008 | 0.2% |
| RECORD YEAR (SINCE 1960) | 1968 (0.3%) |

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



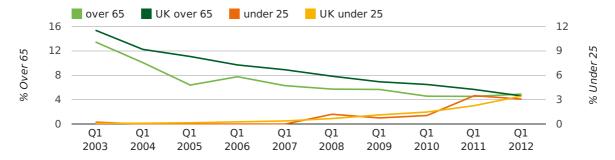
| | JANUARY | FEBRUARY | MARCH |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2012 | 0.2% | 0.2% | 0.2% |
| UK FORMATION SHARE IN 2011 | 0.1% | 0.2% | 0.1% |
| % CHANGE | 27.8% | 16.8% | 30.4% |
| RECORD YEAR | 1996 (0.4%) | 1977 (0.4%) | 1968 (0.9%) |

The average age of a director in the first quarter of 2012 was 44.7.

The percentage of directors under the age of 25 was 3.1% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 4.9% compared to the UK figure of 3.5%.

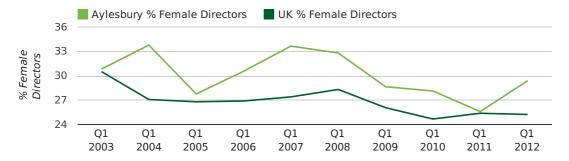
director age by quarter



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

29.4% of all director appointments in Aylesbury 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



naming trends $\operatorname{duport} \omega$

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 |
|----------------|------------|--------------|---------------|
| CONSULTING | 1.97% | CONSULTING | 5.07% |
| MANAGEMENT | 1.81% | MANAGEMENT | 4.74% |
| CONSULTANCY | 1.49% | CONSULTANCY | 3.30% |
| DESIGN | 0.94% | PROPERTY | 2.37% |
| AYLESBURY | 0.86% | TRADING | 2.07% |
| ASSOCIATES | 0.86% | DESIGN | 1.93% |
| CONSULTANTS | 0.79% | ENGINEERING | 1.86% |
| SYSTEMS | 0.79% | ASSOCIATES | 1.84% |
| PROPERTY | 0.71% | CONSULTANTS | 1.79% |
| CARE | 0.71% | BUSINESS | 1.73% |
| IT | 0.71% | MEDIA | 1.72% |
| CONSTRUCTION | 0.55% | CONSTRUCTION | 1.72% |
| MARKETING | 0.55% | LONDON | 1.66% |
| MEDIA | 0.55% | J | 1.54% |
| J | 0.47% | INVESTMENTS | 1.51% |
| COMMUNITY | 0.47% | GLOBAL | 1.50% |
| (AYLESBURY) | 0.47% | IT | 1.40% |
| ENTERPRISES | 0.47% | CARE | 1.34% |
| COMMUNICATIONS | 0.39% | PROPERTIES | 1.31% |
| PRODUCTIONS | 0.39% | ELECTRICAL | 1.27% |
| ENGINEERING | 0.39% | М | 1.27% |
| ELECTRICAL | 0.39% | BUILDING | 1.24% |
| DESIGNS | 0.39% | ENERGY | 1.20% |
| BUSINESS | 0.39% | S | 1.20% |
| 4 | 0.39% | ENTERPRISES | 1.19% |

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Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|------------------------|-----------------|
| None Supplied | 253 | 216,665 |
| 70229 - Management consultancy activities other than financial management | 77 | 19,704 |
| 7487 - Other business activities | 57 | 52,735 |
| 82990 - Other business support service activities not elsewhere classified | 43 | 35,233 |
| 99999 - Dormant Company | 42 | 25,084 |
| 7414 - Business & management consultancy | 39 | 12,113 |
| 62020 - Information technology consultancy activities | 38 | 14,303 |
| 9999 - Dormant Company | 24 | 18,617 |
| 62090 - Other information technology service activities | 23 | 8,145 |
| 7222 - Other software consultancy and supply | 21 | 6,934 |
| 96090 - Other service activities not elsewhere classified | 20 | 13,637 |
| 74990 - Non-trading company | 19 | 9,729 |
| 86220 - Specialists medical practice activities | 17 | 1,845 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 14 | 9,892 |
| 62012 - Business and domestic software development | 13 | 4,356 |
| 86900 - Other human health activities | 13 | 5,066 |
| 9305 - Other service activities | 12 | 8,818 |
| 7260 - Other computer related activities | 12 | 7,154 |
| 4521 - General construction & civil engineering | 11 | 5,169 |
| 43210 - Electrical installation | 10 | 3,573 |