

Cambridge

2011 half year business confidence report



headlines

- Q2 2011 saw a new record in company registrations in Cambridge when compared to any previous Q2.
- June 2011 saw a new record in company registrations in Cambridge when compared to any previous June.
- May 2011 saw a new record in company registrations in Cambridge when compared to any previous May.
- April 2011 saw a new record in company registrations in Cambridge when compared to any previous April.
- April 2011 saw a new record in net growth in Cambridge when compared to any previous April.

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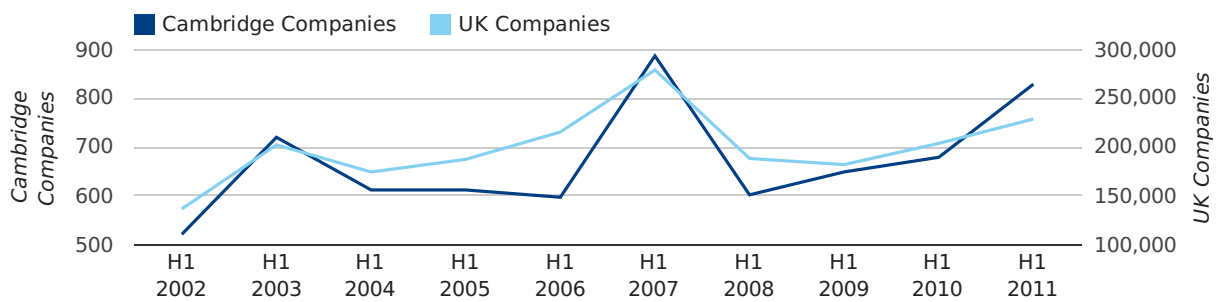
Half Year Data (Jan-Jun 2011)

In the first half of 2011 a total of 829 companies were formed in Cambridge. This figure is 22.1% higher than last year, which compares well to the UK wide figure of 12.3%.

The highest total for a first half year in Cambridge occurred in 2007 when a total of 887 were formed.

| HALF YEAR (JAN-JUN) | CAMBRIDGE | UK |
|---------------------|------------|----------------|
| 2011 | 829 | 228,735 |
| 2010 | 679 | 203,749 |
| % CHANGE | 22.1% | 12.3% |
| RECORD YEAR | 2007 (887) | 2007 (279,097) |

new companies by half year



Quarterly Data (Q2 Apr-Jun 2011)

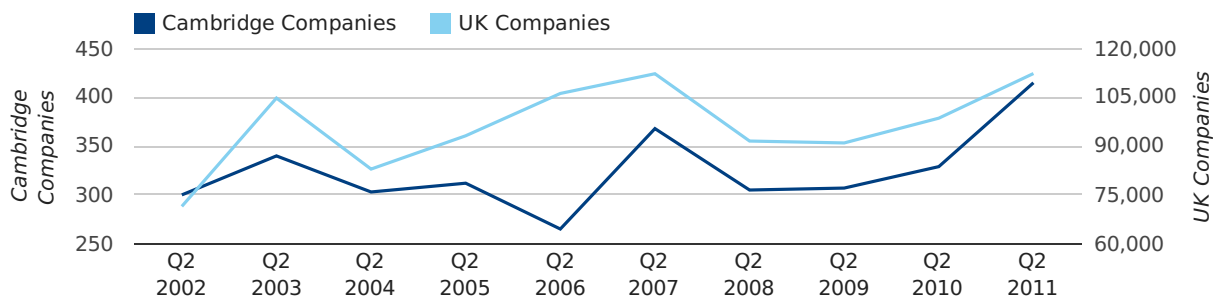
Q2 2011 saw a new record in company registrations in Cambridge when compared to any previous Q2.

A total of 415 companies were registered in Cambridge during the second quarter of 2011 (Apr 2011 - Jun 2011).

This figure is an increase of 26.1% versus the same period last year (Q2 2010). This figure compares well to the UK as a whole, which saw an increase of 13.9% against the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | CAMBRIDGE | UK |
|--------------------------------------|------------|----------------|
| 2011 | 415 | 112,344 |
| 2010 | 329 | 98,612 |
| % CHANGE | 26.1% | 13.9% |
| RECORD YEAR | 2011 (415) | 2011 (112,344) |

new companies by quarter



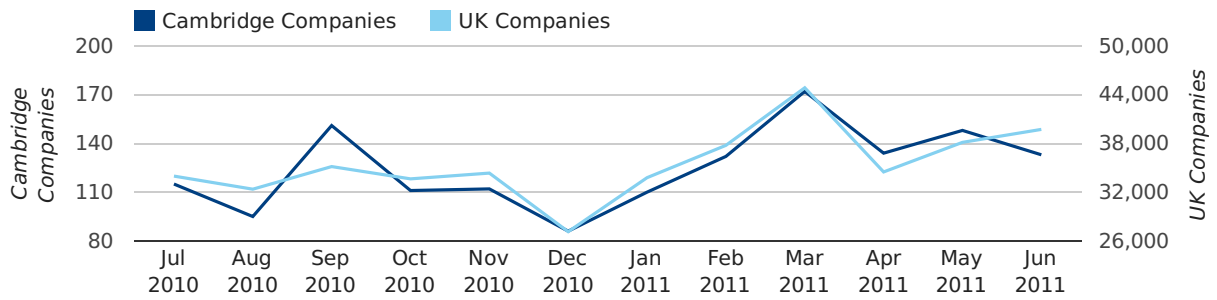
Monthly Data (Apr, May & Jun 2011)

June 2011 saw a new record in company registrations in Cambridge when compared to any previous June.

May 2011 saw a new record in company registrations in Cambridge when compared to any previous May.

April 2011 saw a new record in company registrations in Cambridge when compared to any previous April.

new companies by month



| | APRIL | MAY | JUNE |
|-----------------------|------------|------------|------------|
| NEW COMPANIES IN 2011 | 134 | 148 | 133 |
| NEW COMPANIES IN 2010 | 115 | 101 | 113 |
| % CHANGE | 16.5% | 46.5% | 17.7% |
| RECORD YEAR | 2011 (134) | 2011 (148) | 2011 (133) |

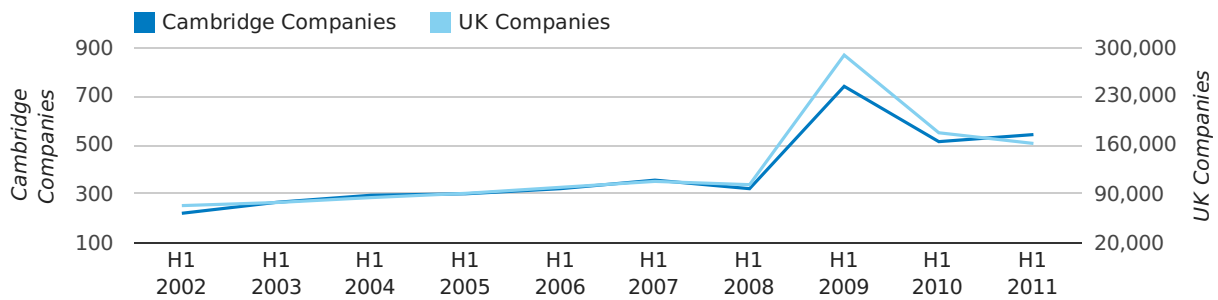
Half Year Data (Jan-Jun 2011)

In the first half of 2011 a total of 543 companies were dissolved in Cambridge. This figure is 5.6% higher than last year, which compares badly to the UK wide change of -8.6%.

The highest total for a first half year in Cambridge occurred in 2009 when a total of 741 were closed.

| HALF YEAR (JAN-JUN) | CAMBRIDGE | UK |
|---------------------|------------|----------------|
| 2011 | 543 | 162,310 |
| 2010 | 514 | 177,631 |
| % CHANGE | 5.6% | -8.6% |
| RECORD YEAR | 2009 (741) | 2009 (289,236) |

dissolved companies by half year



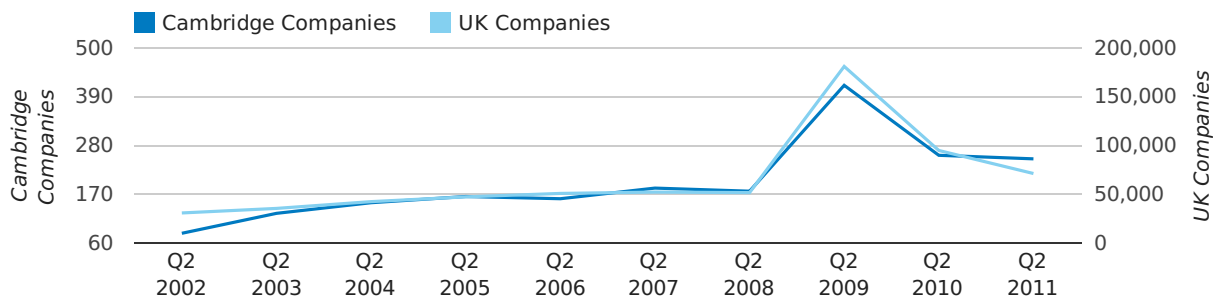
Quarterly Data (Q2 Apr-Jun 2011)

A total of 250 companies were dissolved in Cambridge during the second quarter of 2011 (Apr 2011 - Jun 2011).

This figure is a decrease of 3.1% versus the same period last year (Q2 2010). This figure compares poorly to the UK as a whole, which saw a decrease of 24.9% against the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | CAMBRIDGE | UK |
|--------------------------------------|------------|----------------|
| 2011 | 250 | 71,324 |
| 2010 | 258 | 94,954 |
| % CHANGE | -3.1% | -24.9% |
| RECORD YEAR | 2009 (416) | 2009 (181,176) |

dissolved companies by quarter



Monthly Data (Apr, May & Jun 2011)

dissolved companies by month



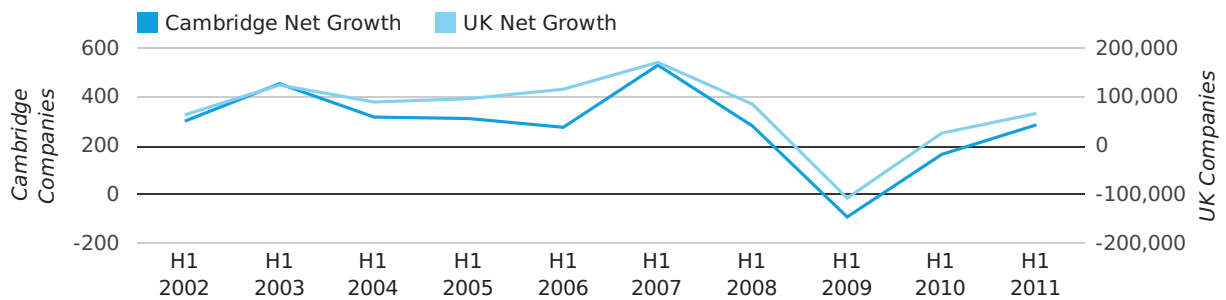
| | APRIL | MAY | JUNE |
|--------------------------|------------|------------|------------|
| CLOSED COMPANIES IN 2011 | 50 | 119 | 81 |
| CLOSED COMPANIES IN 2010 | 49 | 104 | 105 |
| % CHANGE | 2.0% | 14.4% | -23% |
| RECORD YEAR | 2009 (117) | 2009 (191) | 2009 (108) |

Half Year Data (Jan-Jun 2011)

In the first half of 2011 the company register for Cambridge increased by 286 companies. This figure is 73.3% higher than last year, which compares badly to a UK increase of 154.3%.

| HALF YEAR (JAN-JUN) | CAMBRIDGE | UK |
|---------------------|------------|----------------|
| 2011 | 286 | 66,425 |
| 2010 | 165 | 26,118 |
| % CHANGE | 73.3% | 154.3% |
| RECORD YEAR | 2007 (531) | 2007 (171,296) |

net growth by half year



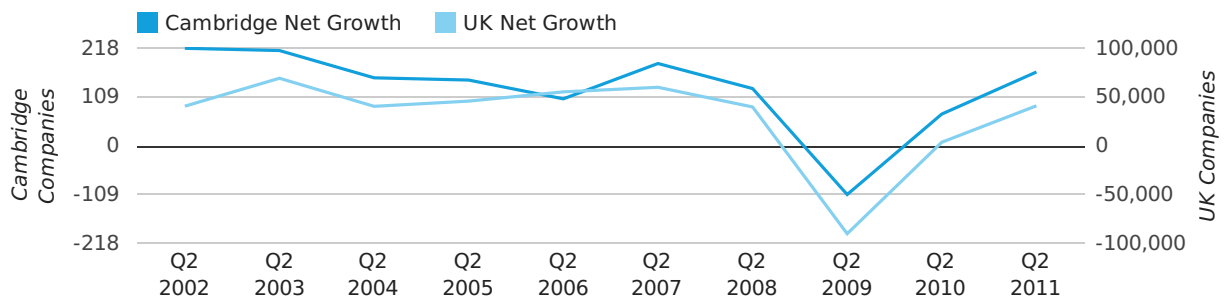
Quarterly Data (Q2 Apr-Jun 2011)

Net company growth for Cambridge during the second quarter of 2011 (Apr 2011 - Jun 2011) was 165 companies.

This represents an increase of 132.4% on the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | CAMBRIDGE | UK |
|--------------------------------------|------------|---------------|
| 2011 | 165 | 41,020 |
| 2010 | 71 | 3,658 |
| % CHANGE | 132.4% | 1,021.4% |
| RECORD YEAR | 2002 (218) | 2003 (69,274) |

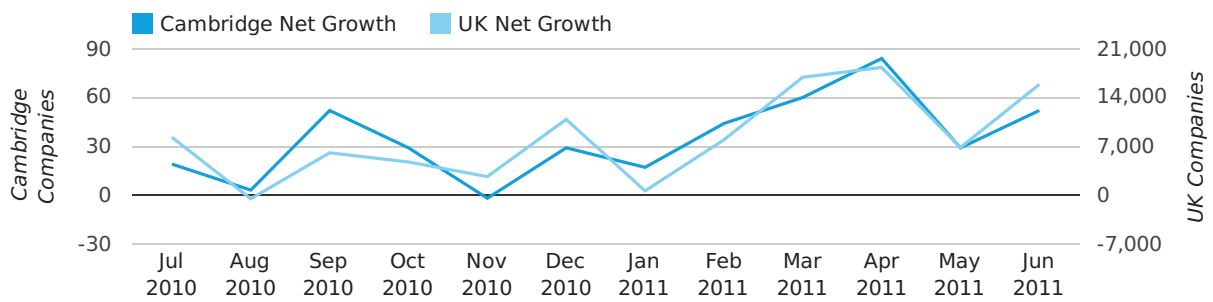
net growth by quarter



Monthly Data (Apr, May & Jun 2011)

April 2011 saw a new record in net growth in Cambridge when compared to any previous April.

net growth by month



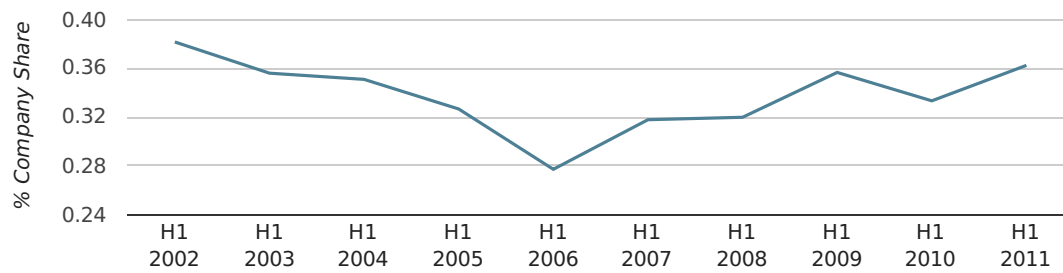
| | APRIL | MAY | JUNE |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 84 | 29 | 52 |
| NET GROWTH IN 2010 | 66 | -3 | 8 |
| % CHANGE | 27.3% | -1,066.7% | 550.0% |
| RECORD YEAR | 2011 (84) | 2003 (86) | 2008 (75) |

Half Year Data (Jan-Jun 2011)

In the first half of 2011 Cambridge formed 0.4% of all UK companies. This is more than the 2010 figure of 0.3%.

| HALF YEAR (JAN-JUN) | CAMBRIDGE |
|--------------------------|-------------|
| 2011 | 0.4% |
| 2010 | 0.3% |
| 2009 | 0.4% |
| 2008 | 0.3% |
| 2007 | 0.3% |
| RECORD YEAR (SINCE 1960) | 1968 (0.5%) |

company share by half year

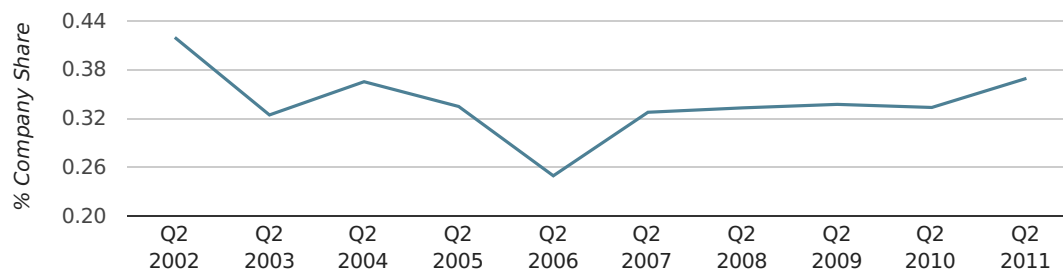


Quarterly Data (Q2 Apr-Jun 2011)

In the second quarter of 2011, Cambridge formed 0.4% of all UK companies.

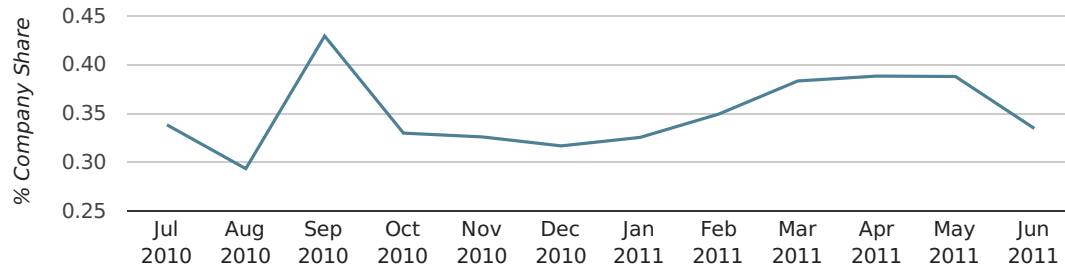
| SECOND QUARTER (APR 2011 - JUN 2011) | CAMBRIDGE |
|--------------------------------------|-------------|
| 2011 | 0.4% |
| 2010 | 0.3% |
| 2009 | 0.3% |
| 2008 | 0.3% |
| 2007 | 0.3% |
| RECORD YEAR (SINCE 1960) | 1960 (0.8%) |

company share by quarter



Monthly Data (Apr, May & Jun 2011)

company share by month



| | APRIL | MAY | JUNE |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.4% | 0.4% | 0.3% |
| UK FORMATION SHARE IN 2010 | 0.3% | 0.3% | 0.3% |
| % CHANGE | 12.8% | 15.4% | 4.3% |
| RECORD YEAR | 1982 (0.9%) | 1960 (1.3%) | 1976 (0.6%) |

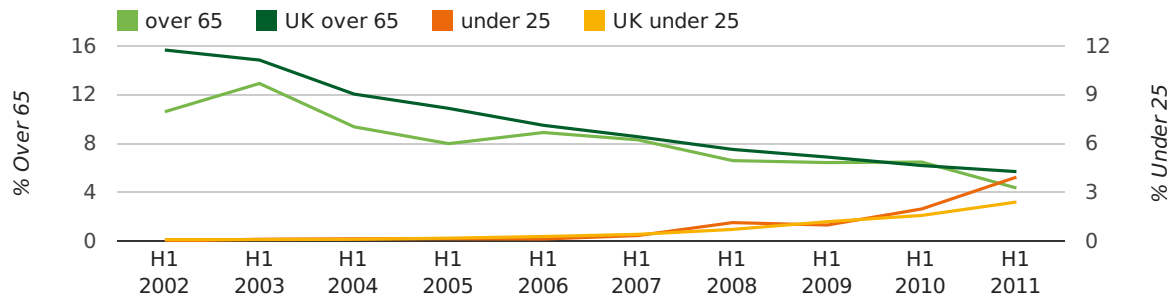
Half Year Data (Jan-Jun 2011)

The average age of a director in the first half of 2011 was 43.8.

The percentage of directors under the age of 25 was 3.9% compared to the UK figure of 3.2%.

The percentage of directors over the age of 65 was 4.4% compared to the UK figure of 4.3%.

director age by half year



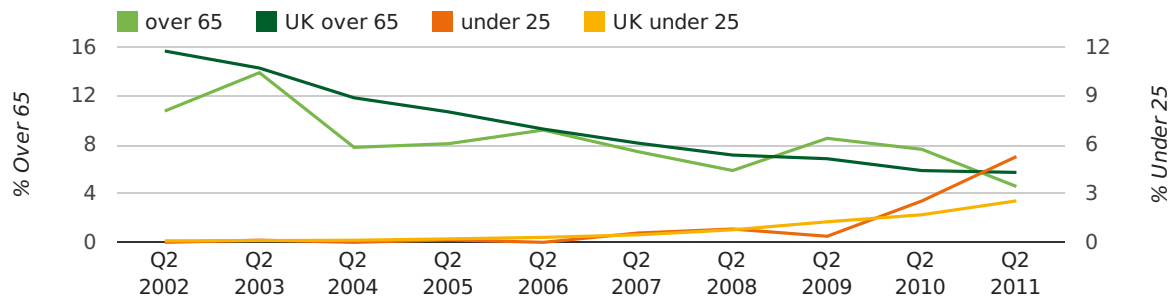
Quarterly Data (Q2 Apr-Jun 2011)

The average age of a director in the second quarter of 2011 was 43.2.

The percentage of directors under the age of 25 was 5.3% compared to the UK figure of 3.4%.

The percentage of directors over the age of 65 was 4.6% compared to the UK figure of 4.3%.

director age by quarter

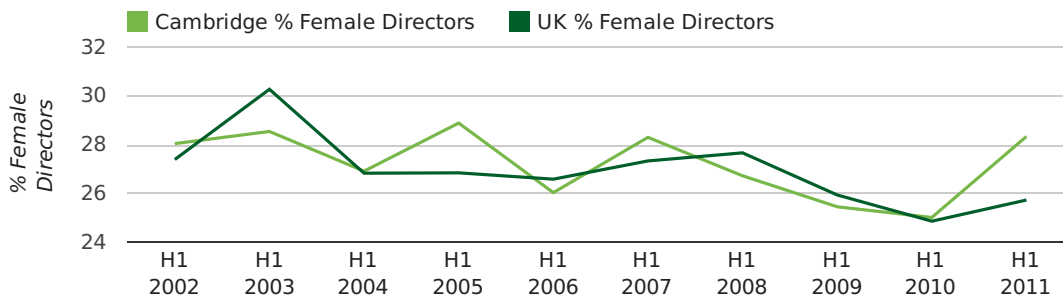


Half Year Data (Jan-Jun 2011)

The record first half year for female directors in Cambridge was 1861 when 40.0% of all directors were female.

28.3% of all director appointments in Cambridge in the first half of 2011 were female. This compares to a UK average of 25.7% for the same period.

director gender by half year

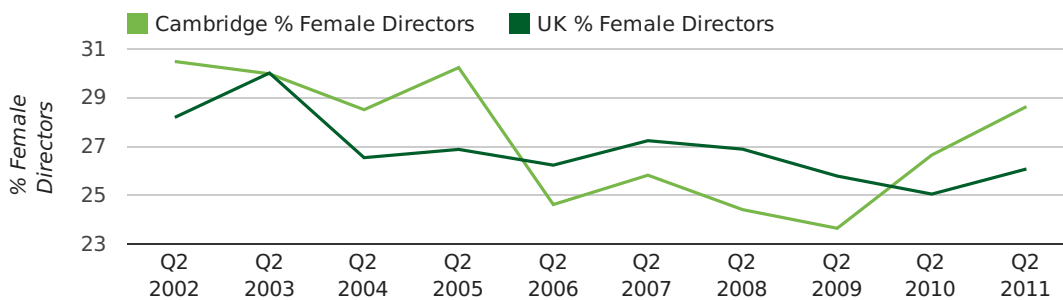


Quarterly Data (Q2 Apr-Jun 2011)

The record second quarter for female directors in Cambridge was in 1866 when 66.7% of all directors were female.

28.6% of all director appointments in Cambridge in the second quarter of 2011 were female. This compares to a UK average of 26.1% for the same period.

director gender by quarter



Previous 12 months (Jun 2010-Jun 2011)

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

| WORD | PERCENTAGE | UK WORD | UK PERCENTAGE |
|--------------|------------|--------------|---------------|
| CAMBRIDGE | 5.93% | CONSULTING | 5.09% |
| CONSULTING | 1.61% | MANAGEMENT | 4.86% |
| CONSULTANCY | 1.56% | CONSULTANCY | 3.17% |
| MANAGEMENT | 1.24% | PROPERTY | 2.43% |
| PROPERTY | 1.20% | TRADING | 2.05% |
| DESIGN | 0.92% | DESIGN | 1.94% |
| (CAMBRIDGE) | 0.83% | ASSOCIATES | 1.92% |
| ASSOCIATES | 0.78% | BUSINESS | 1.87% |
| CENTRE | 0.78% | CONSTRUCTION | 1.77% |
| BUSINESS | 0.69% | CONSULTANTS | 1.76% |
| CONSTRUCTION | 0.64% | MEDIA | 1.73% |
| MEDIA | 0.64% | ENGINEERING | 1.67% |
| TECHNOLOGY | 0.60% | LONDON | 1.60% |
| CARE | 0.60% | GLOBAL | 1.46% |
| CONSULTANTS | 0.55% | J | 1.44% |
| SOCIAL | 0.51% | CARE | 1.44% |
| HOLDINGS | 0.46% | INVESTMENTS | 1.42% |
| MEDICAL | 0.46% | IT | 1.39% |
| TRAINING | 0.46% | BUILDING | 1.32% |
| TRADING | 0.46% | PROPERTIES | 1.31% |
| DEVELOPMENTS | 0.41% | ELECTRICAL | 1.30% |
| PARTNERS | 0.41% | M | 1.27% |
| GROUP | 0.41% | S | 1.23% |
| GLOBAL | 0.41% | ENTERPRISES | 1.20% |
| GREEN | 0.41% | SYSTEMS | 1.20% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 508 | 202,072 |
| 7487 - Other business activities | 146 | 60,758 |
| 70229 - Management consultancy activities other than financial management | 85 | 16,419 |
| 82990 - Other business support service activities not elsewhere classified | 77 | 30,647 |
| 7414 - Business & management consultancy | 71 | 13,053 |
| 9999 - Dormant Company | 62 | 20,111 |
| 62020 - Information technology consultancy activities | 55 | 10,545 |
| 7222 - Other software consultancy and supply | 55 | 7,143 |
| 99999 - Dormant Company | 43 | 18,918 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 37 | 7,835 |
| 7260 - Other computer related activities | 33 | 7,849 |
| 62012 - Business and domestic software development | 33 | 3,262 |
| 62090 - Other information technology service activities | 31 | 7,095 |
| 74990 - Non-trading company | 31 | 8,481 |
| 96090 - Other service activities not elsewhere classified | 28 | 10,322 |
| 72190 - Other research and experimental development on natural sciences and engineering | 28 | 671 |
| 9305 - Other service activities | 27 | 9,063 |
| 7310 - R & D on nat sciences & engineering | 27 | 714 |
| 7499 - Non-trading company | 25 | 10,955 |
| 4521 - General construction & civil engineering | 25 | 5,928 |