

Cambridge

q3 2011 business confidence report



headlines

- Q3 2011 saw a new record in company registrations in Cambridge when compared to any previous Q3.
- August 2011 saw a new record in company registrations in Cambridge when compared to any previous August.
- July 2011 saw a new record in company registrations in Cambridge when compared to any previous July.
- Q3 2011 saw a new record in net growth in Cambridge when compared to any previous Q3.

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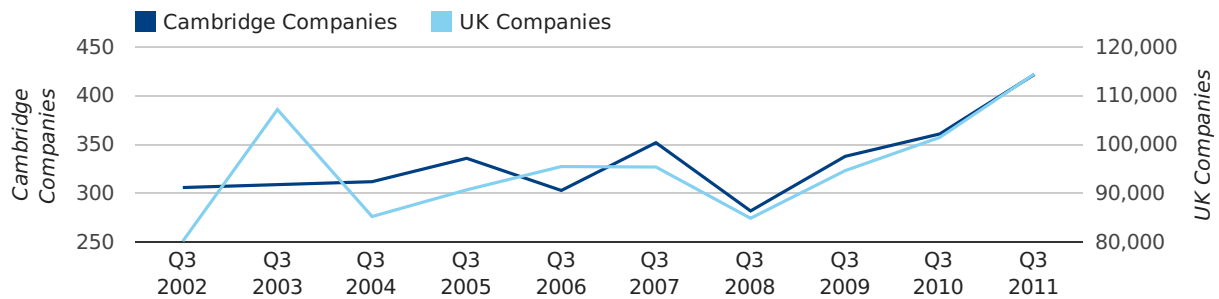
Q3 2011 saw a new record in company registrations in Cambridge when compared to any previous Q3.

A total of 422 companies were registered in Cambridge during the third quarter of 2011 (Jul 2011 - Sep 2011).

This figure is an increase of 16.9% versus the same period last year (Q3 2010). This figure compares well to the UK as a whole, which saw an increase of 12.8% against the same period last year.

| THIRD QUARTER (JUL 2011 - SEP 2011) | CAMBRIDGE | UK |
|-------------------------------------|------------|----------------|
| 2011 | 422 | 114,512 |
| 2010 | 361 | 101,492 |
| % CHANGE | 16.9% | 12.8% |
| RECORD YEAR | 2011 (422) | 2011 (114,512) |

new companies by quarter

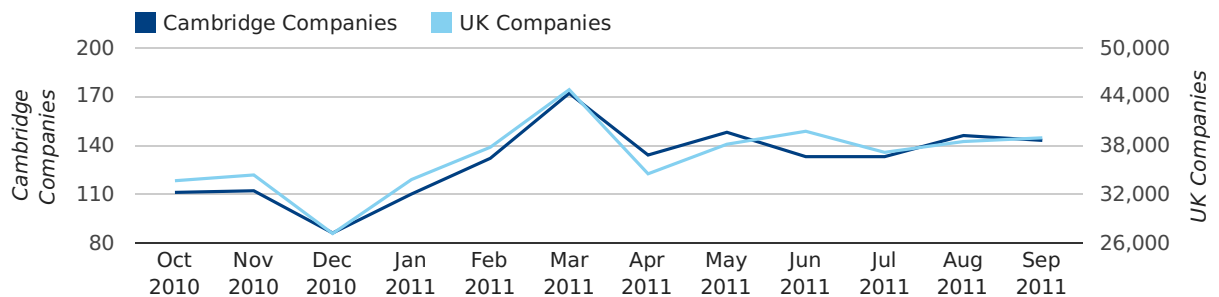


Monthly Data (Jul, Aug & Sep 2011)

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

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

new companies by month



| | JULY | AUGUST | SEPTEMBER |
|-----------------------|------------|------------|------------|
| NEW COMPANIES IN 2011 | 133 | 146 | 143 |
| NEW COMPANIES IN 2010 | 115 | 95 | 151 |
| % CHANGE | 15.7% | 53.7% | -5.3% |
| RECORD YEAR | 2011 (133) | 2011 (146) | 2010 (151) |

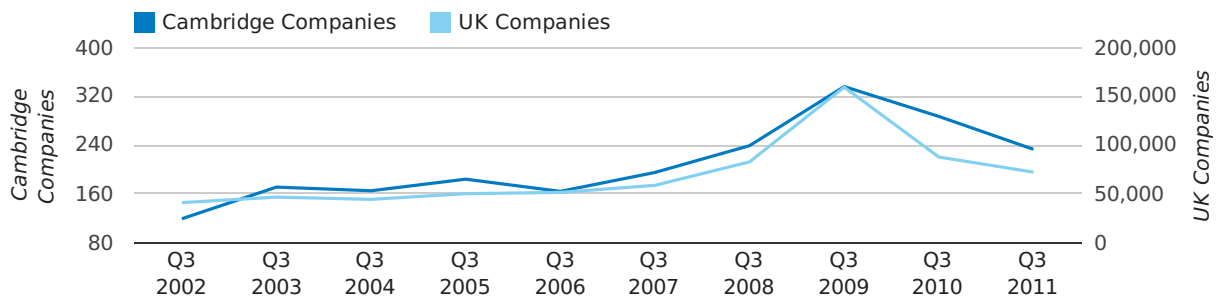
Quarterly Data (Q3 Jul-Sep 2011)

A total of 233 companies were dissolved in Cambridge during the third quarter of 2011 (Jul 2011 - Sep 2011).

This figure is a decrease of 18.8% versus the same period last year (Q3 2010). This figure compares well to the UK as a whole, which saw a decrease of 17.6% against the same period last year.

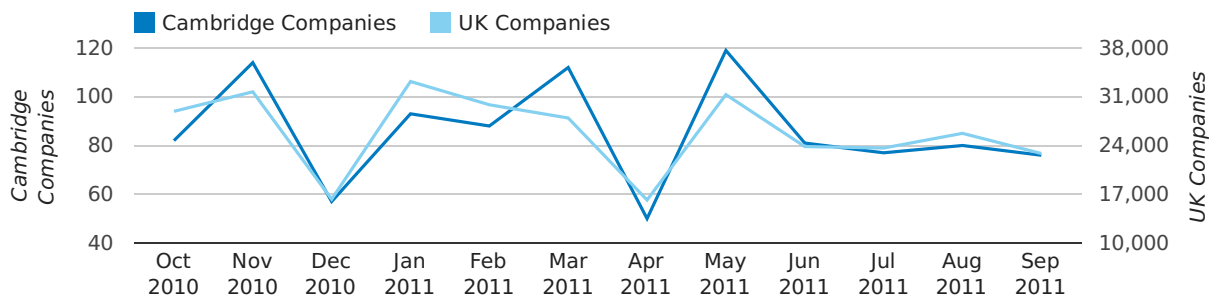
| THIRD QUARTER (JUL 2011 - SEP 2011) | CAMBRIDGE | UK |
|-------------------------------------|------------|----------------|
| 2011 | 233 | 72,230 |
| 2010 | 287 | 87,705 |
| % CHANGE | -18.8% | -17.6% |
| RECORD YEAR | 2009 (336) | 2009 (159,401) |

dissolved companies by quarter



Monthly Data (Jul, Aug & Sep 2011)

dissolved companies by month



| | JULY | AUGUST | SEPTEMBER |
|--------------------------|-----------|------------|------------|
| CLOSED COMPANIES IN 2011 | 77 | 80 | 76 |
| CLOSED COMPANIES IN 2010 | 96 | 92 | 99 |
| % CHANGE | -19.8% | -13.0% | -23% |
| RECORD YEAR | 2010 (96) | 2008 (183) | 2009 (169) |

Quarterly Data (Q3 Jul-Sep 2011)

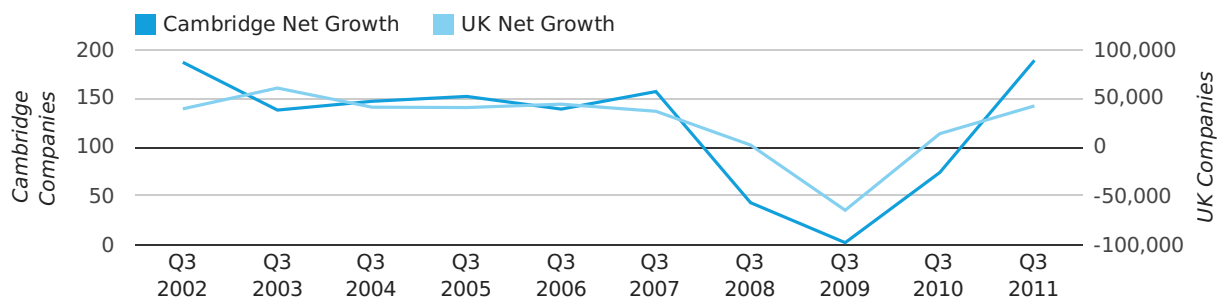
Q3 2011 saw a new record in net growth in Cambridge when compared to any previous Q3.

Net company growth for Cambridge during the third quarter of 2011 (Jul 2011 - Sep 2011) was 189 companies.

This represents an increase of 155.4% on the same period last year.

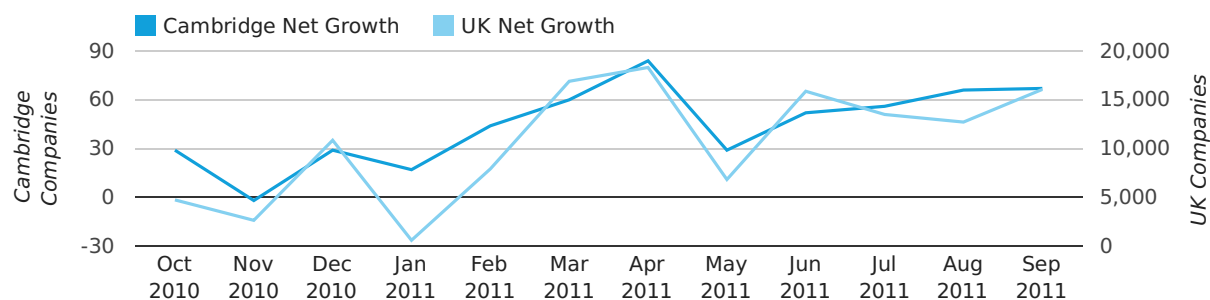
| THIRD QUARTER (JUL 2011 - SEP 2011) | CAMBRIDGE | UK |
|-------------------------------------|------------|---------------|
| 2011 | 189 | 42,282 |
| 2010 | 74 | 13,787 |
| % CHANGE | 155.4% | 206.7% |
| RECORD YEAR | 2011 (189) | 2003 (60,597) |

net growth by quarter



Monthly Data (Jul, Aug & Sep 2011)

net growth by month



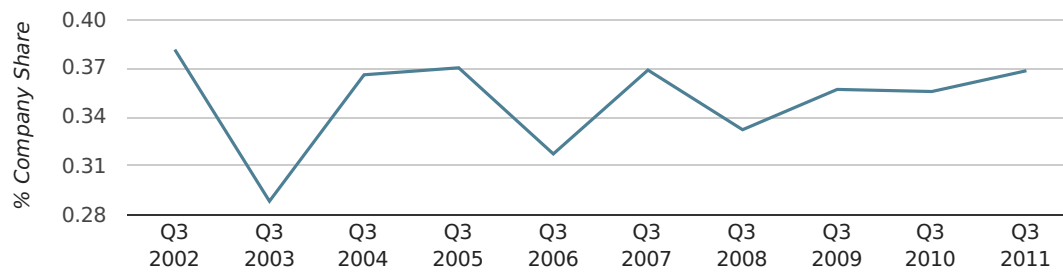
| | JULY | AUGUST | SEPTEMBER |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 56 | 66 | 67 |
| NET GROWTH IN 2010 | 19 | 3 | 52 |
| % CHANGE | 194.7% | 2,100.0% | 28.8% |
| RECORD YEAR | 2008 (78) | 2002 (66) | 2002 (76) |

Quarterly Data (Q3 Jul-Sep 2011)

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

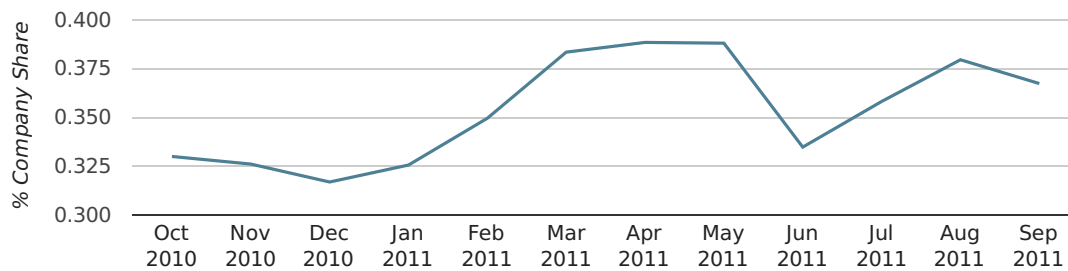
| THIRD QUARTER (JUL 2011 - SEP 2011) | CAMBRIDGE |
|-------------------------------------|-------------|
| 2011 | 0.4% |
| 2010 | 0.4% |
| 2009 | 0.4% |
| 2008 | 0.3% |
| 2007 | 0.4% |
| RECORD YEAR (SINCE 1960) | 1969 (0.8%) |

company share by quarter



Monthly Data (Jul, Aug & Sep 2011)

company share by month



| | JULY | AUGUST | SEPTEMBER |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.4% | 0.4% | 0.4% |
| UK FORMATION SHARE IN 2010 | 0.3% | 0.3% | 0.4% |
| % CHANGE | 5.8% | 29.3% | -14.5% |
| RECORD YEAR | 1969 (0.9%) | 1970 (0.9%) | 1970 (1.0%) |

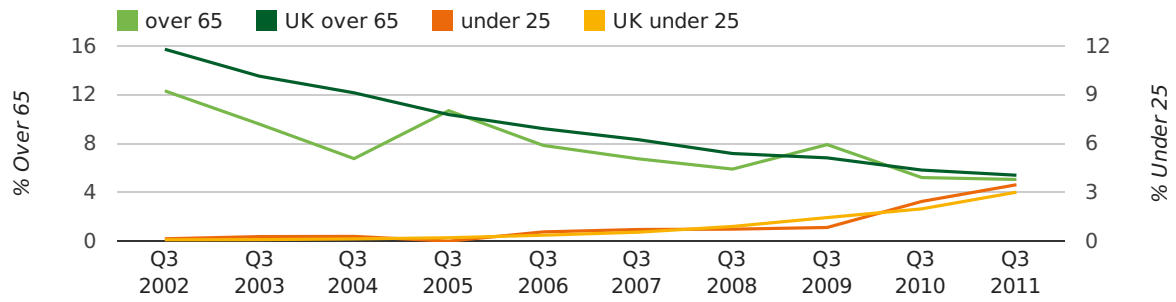
Quarterly Data (Q3 Jul-Sep 2011)

The average age of a director in the third quarter of 2011 was 45.9.

The percentage of directors under the age of 25 was 3.5% compared to the UK figure of 4.0%.

The percentage of directors over the age of 65 was 5.1% compared to the UK figure of 4.1%.

director age by quarter

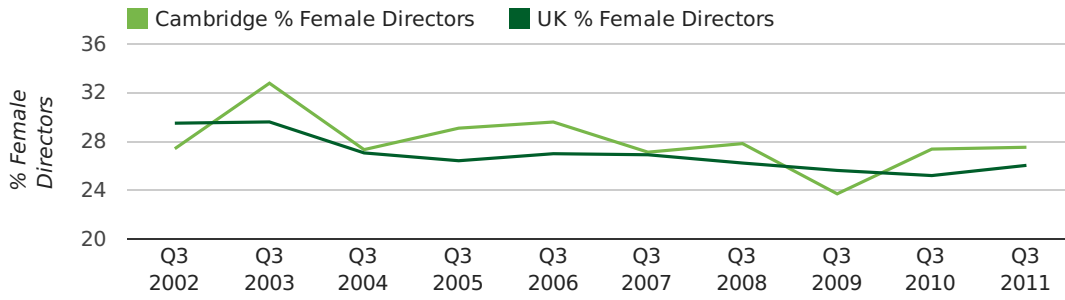


Quarterly Data (Q3 Jul-Sep 2011)

The record third quarter for female directors in Cambridge was in 1862 when 50.0% of all directors were female.

27.5% of all director appointments in Cambridge in the third quarter of 2011 were female. This compares to a UK average of 26.0% for the same period.

director gender by quarter



Previous 12 months (Sep 2010-Sep 2011)

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

| WORD | PERCENTAGE | UK WORD | UK PERCENTAGE |
|---------------|------------|--------------|---------------|
| CAMBRIDGE | 5.96% | CONSULTING | 5.11% |
| CONSULTING | 1.96% | MANAGEMENT | 4.75% |
| CONSULTANCY | 1.69% | CONSULTANCY | 3.19% |
| PROPERTY | 1.16% | PROPERTY | 2.41% |
| MANAGEMENT | 1.11% | TRADING | 2.06% |
| (CAMBRIDGE) | 1.02% | DESIGN | 1.94% |
| CENTRE | 0.84% | ASSOCIATES | 1.85% |
| ASSOCIATES | 0.76% | BUSINESS | 1.82% |
| DESIGN | 0.76% | CONSULTANTS | 1.76% |
| DEVELOPMENTS | 0.62% | ENGINEERING | 1.74% |
| CONSTRUCTION | 0.62% | MEDIA | 1.72% |
| CONSULTANTS | 0.58% | CONSTRUCTION | 1.72% |
| TECHNOLOGY | 0.58% | LONDON | 1.63% |
| MEDIA | 0.58% | J | 1.47% |
| HOLDINGS | 0.58% | GLOBAL | 1.46% |
| CARE | 0.58% | INVESTMENTS | 1.43% |
| MEDICAL | 0.53% | CARE | 1.42% |
| BUSINESS | 0.49% | IT | 1.38% |
| TRAINING | 0.49% | BUILDING | 1.30% |
| INTERNATIONAL | 0.49% | PROPERTIES | 1.28% |
| ENTERPRISES | 0.49% | ELECTRICAL | 1.27% |
| EDUCATION | 0.49% | M | 1.25% |
| CREATIVE | 0.44% | ENERGY | 1.22% |
| COMMUNITY | 0.44% | TRAINING | 1.21% |
| PRODUCTIONS | 0.44% | S | 1.21% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|------------------------------------------------------------------------------------------|---------------------|--------------|
| None Supplied | 526 | 204,493 |
| 7487 - Other business activities | 162 | 65,177 |
| 7414 - Business & management consultancy | 82 | 14,755 |
| 70229 - Management consultancy activities other than financial management | 79 | 15,760 |
| 82990 - Other business support service activities not elsewhere classified | 73 | 29,245 |
| 9999 - Dormant Company | 65 | 22,587 |
| 7222 - Other software consultancy and supply | 57 | 8,345 |
| 62020 - Information technology consultancy activities | 52 | 10,137 |
| 99999 - Dormant Company | 40 | 18,281 |
| 7260 - Other computer related activities | 40 | 8,686 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 37 | 7,551 |
| 7310 - R & D on nat sciences & engineering | 33 | 820 |
| 9305 - Other service activities | 32 | 10,525 |
| 7499 - Non-trading company | 31 | 11,543 |
| 62012 - Business and domestic software development | 31 | 3,137 |
| 74990 - Non-trading company | 30 | 8,064 |
| 62090 - Other information technology service activities | 29 | 6,798 |
| 72190 - Other research and experimental development on natural sciences and engineering | 28 | 630 |
| 96090 - Other service activities not elsewhere classified | 27 | 10,018 |
| 4521 - General construction & civil engineering | 24 | 6,321 |