

Cambridge

2011 annual business confidence report



headlines

- 2011 was a record year for company registrations in Cambridge when compared to any year in history.
- The second half of 2011 saw a new record in company registrations in Cambridge when compared to any previous second half year.
- Q4 2011 saw a new record in company registrations in Cambridge when compared to any previous Q4.
- December 2011 saw a new record in company registrations in Cambridge when compared to any previous December.
- November 2011 saw a new record in company registrations in Cambridge when compared to any previous November.
- The second half of 2011 saw a new record in net growth in Cambridge when compared to any previous second half year.

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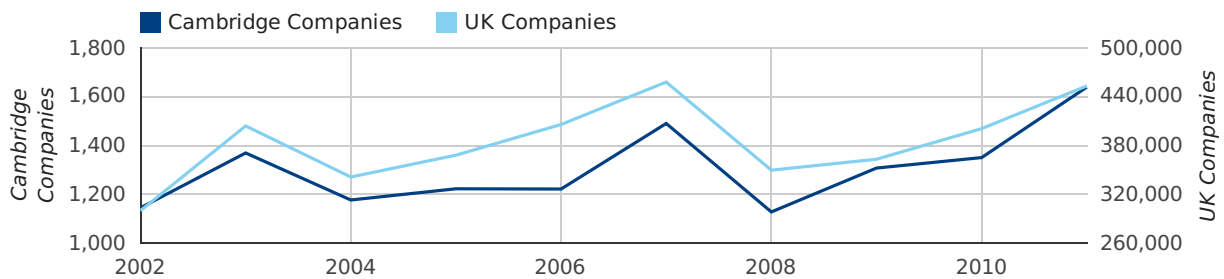
Annual Data (2011)

2011 was a record year for company registrations in Cambridge when compared to any year in history.

A total of 1,638 companies were formed in Cambridge in 2011. This total is 21.4% higher than in 2010 and compares poorly to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	CAMBRIDGE	UK
2011	1,638	452,870
2010	1,349	400,358
2009	1,306	362,675
2008	1,126	349,203
2007	1,489	457,649
RECORD YEAR	2011 (1,638)	2007 (457,649)

new companies by year



Half Year Data (Jul-Dec 2011)

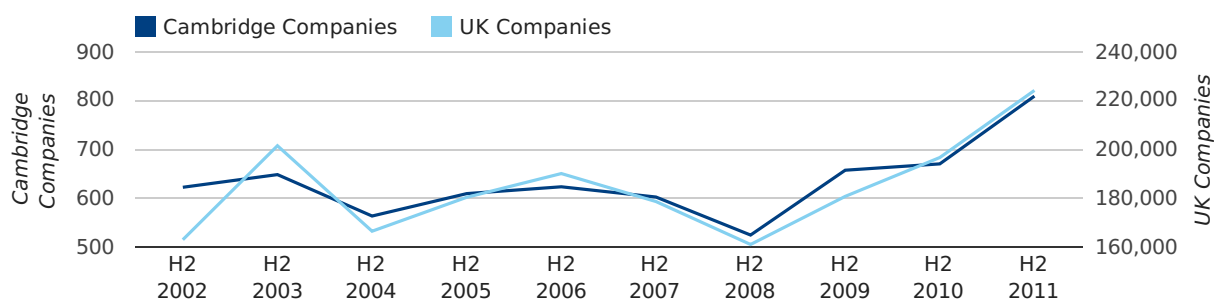
The second half of 2011 saw a new record in company registrations in Cambridge when compared to any previous second half year.

In the second half of 2011 a total of 809 companies were formed in Cambridge. This figure is 20.7% higher than last year, which compares well to the UK wide figure of 14.0%.

The highest total for a second half year in Cambridge occurred in 2011 when a total of 809 were formed.

HALF YEAR (JUL-DEC)	CAMBRIDGE	UK
2011	809	224,135
2010	670	196,609
% CHANGE	20.7%	14.0%
RECORD YEAR	2011 (809)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

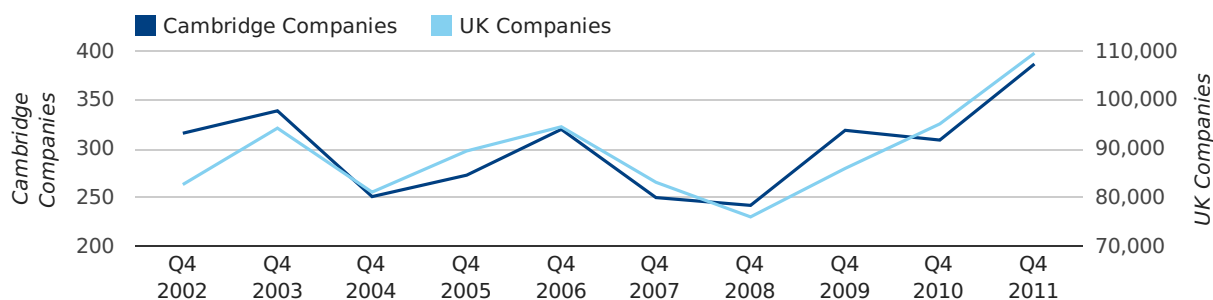
Q4 2011 saw a new record in company registrations in Cambridge when compared to any previous Q4.

A total of 387 companies were registered in Cambridge during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 25.2% versus the same period last year (Q4 2010). This figure compares well to the UK as a whole, which saw an increase of 15.3% against the same period last year.

FOURTH QUARTER (OCT 2011 - DEC 2011)	CAMBRIDGE	UK
2011	387	109,623
2010	309	95,117
% CHANGE	25.2%	15.3%
RECORD YEAR	2011 (387)	2011 (109,623)

new companies by quarter

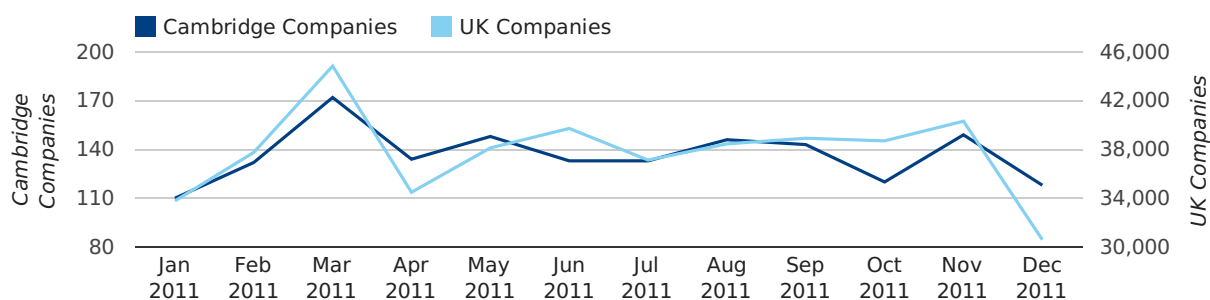


Monthly Data (Oct, Nov & Dec 2011)

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

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

new companies by month



	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	120	149	118
NEW COMPANIES IN 2010	111	112	86
% CHANGE	8.1%	33.0%	37.2%
RECORD YEAR	2003 (147)	2011 (149)	2011 (118)

Annual Data (2011)

A total of 998 companies were dissolved in Cambridge in 2011. This total is 5.3% lower than in 2010 and compares favourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	CAMBRIDGE	UK
2011	998	314,523
2010	1,054	342,232
2009	1,359	533,773
2008	724	237,901
2007	694	220,295
RECORD YEAR	2009 (1,359)	2009 (533,773)

dissolved companies by year



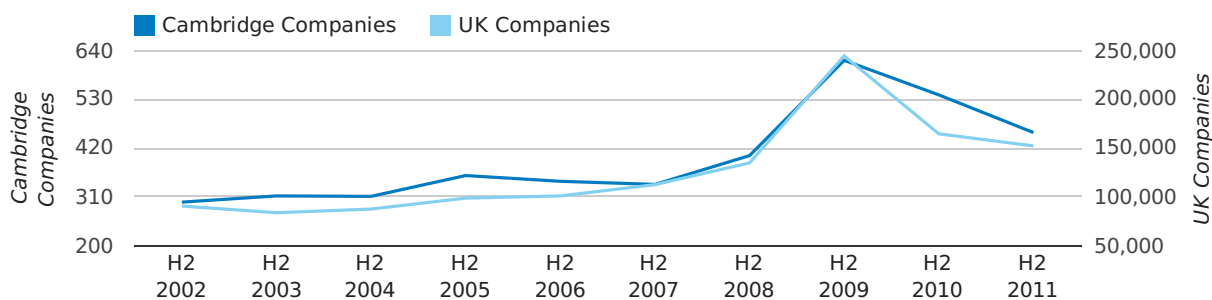
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 455 companies were dissolved in Cambridge. This figure is 15.7% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Cambridge occurred in 2009 when a total of 618 were closed.

HALF YEAR (JUL-DEC)	CAMBRIDGE	UK
2011	455	152,213
2010	540	164,601
% CHANGE	-15.7%	-7.5%
RECORD YEAR	2009 (618)	2009 (244,537)

dissolved companies by half year



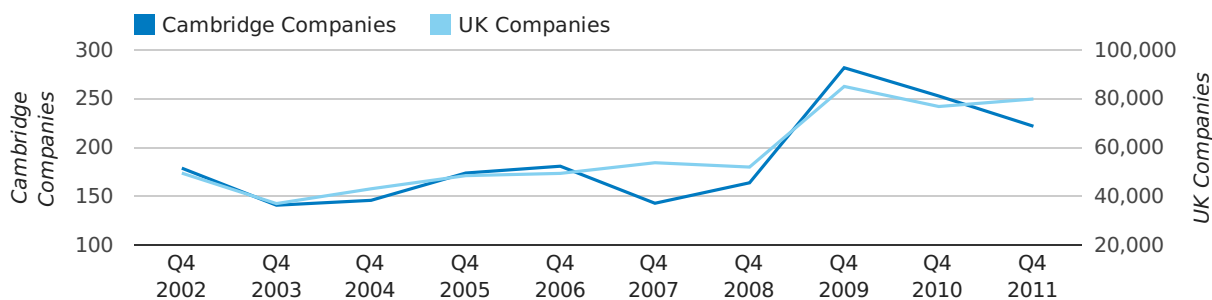
Quarterly Data (Q4 Oct-Dec 2011)

A total of 222 companies were dissolved in Cambridge during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is a decrease of 12.3% versus the same period last year (Q4 2010). This figure compares well to the UK as a whole, which saw an increase of 4.0% against the same period last year.

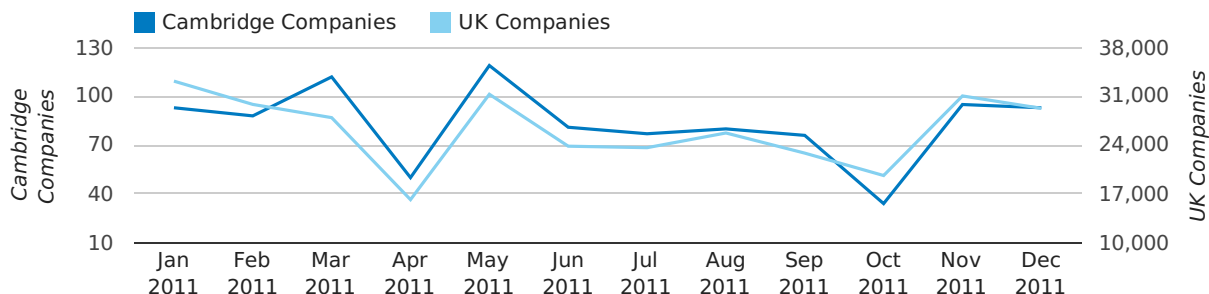
FOURTH QUARTER (OCT 2011 - DEC 2011)	CAMBRIDGE	UK
2011	222	79,983
2010	253	76,896
% CHANGE	-12.3%	4.0%
RECORD YEAR	2009 (282)	2009 (85,136)

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	34	95	93
CLOSED COMPANIES IN 2010	82	114	57
% CHANGE	-58.5%	-16.7%	63%
RECORD YEAR	2010 (82)	2010 (114)	2009 (114)

Annual Data (2011)

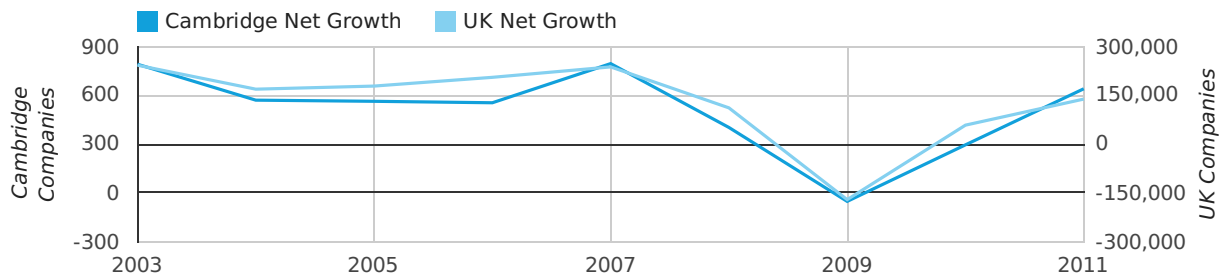
A total of 640 companies were added to the company register for Cambridge in 2011. This number represents growth of 47.4% which compares favourably to the UK figure of 34.6%.

This number is 345 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2007 when the Cambridge company register grew by 795 companies.

YEAR	CAMBRIDGE	UK
2011	640	138,347
2010	295	58,126
2009	-53	-171,098
2008	402	111,302
2007	795	237,354
RECORD YEAR	2007 (795)	2003 (242,543)

net growth by year



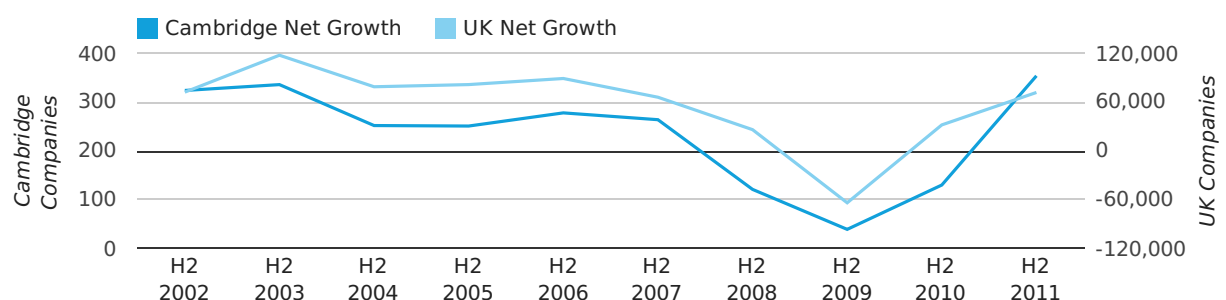
Half Year Data (Jul-Dec 2011)

The second half of 2011 saw a new record in net growth in Cambridge when compared to any previous second half year.

In the second half of 2011 the company register for Cambridge increased by 354 companies. This figure is 172.3% higher than last year, which compares well to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	CAMBRIDGE	UK
2011	354	71,922
2010	130	32,008
% CHANGE	172.3%	124.7%
RECORD YEAR	2011 (354)	2003 (117,772)

net growth by half year



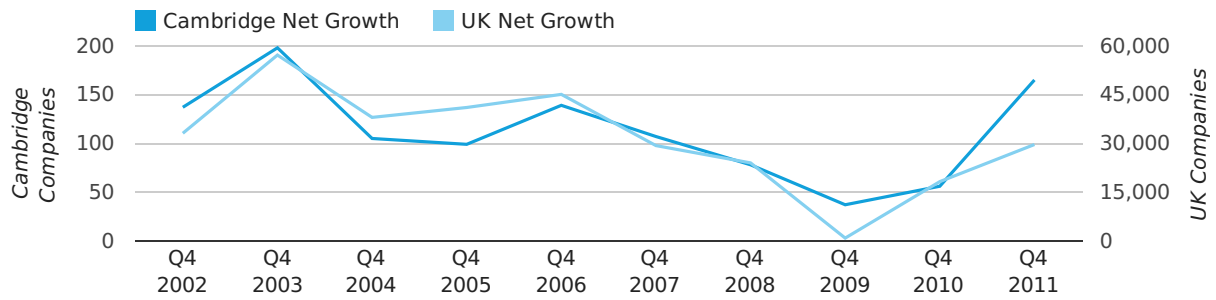
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Cambridge during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 165 companies.

This represents an increase of 194.6% on the same period last year.

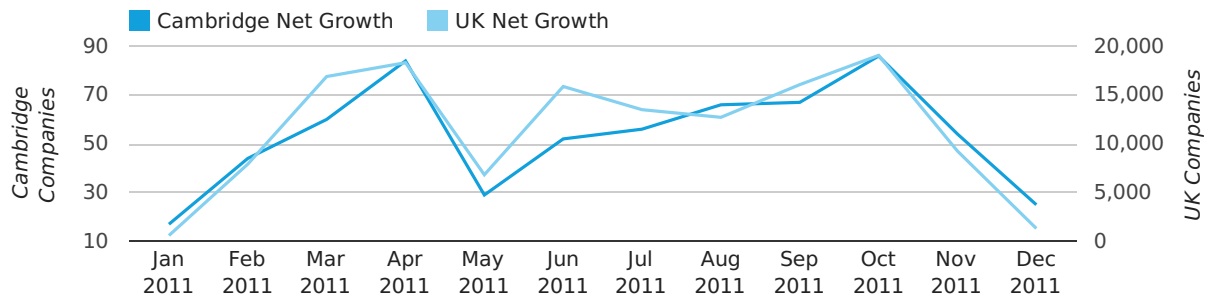
FOURTH QUARTER (OCT 2011 - DEC 2011)	CAMBRIDGE	UK
2011	165	29,640
2010	56	18,221
% CHANGE	194.6%	62.7%
RECORD YEAR	2003 (198)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



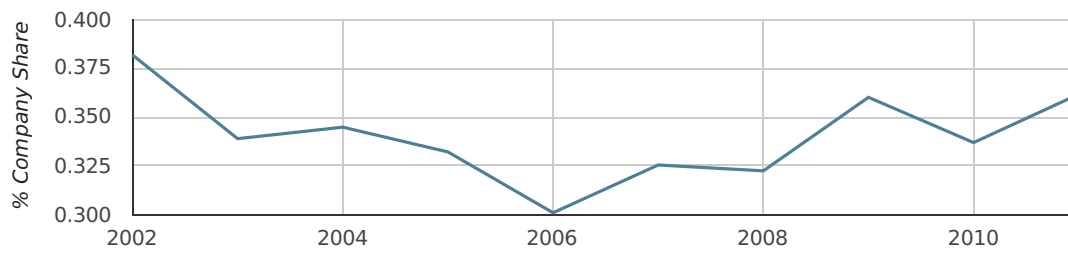
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	86	54	25
NET GROWTH IN 2010	29	-2	29
% CHANGE	196.6%	-2,800.0%	-13.8%
RECORD YEAR	2003 (104)	2004 (66)	1997 (66)

Annual Data (2011)

In 2011 Cambridge formed 0.4% of all UK companies. This is an improvement on 2010 when Cambridge was responsible for 0.3% of all UK companies.

YEAR	CAMBRIDGE
2011	0.4%
2010	0.3%
2009	0.4%
2008	0.3%
2007	0.3%
RECORD YEAR (SINCE 1960)	1993 (0.5%)

company share by year

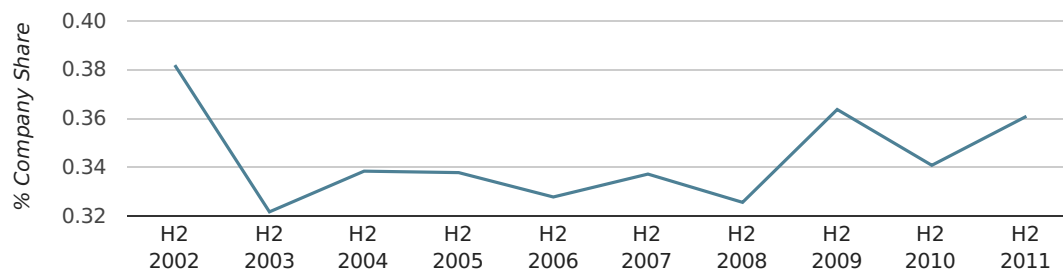


Half Year Data (Jul-Dec 2011)

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

HALF YEAR (JUL-DEC)	CAMBRIDGE
2011	0.4%
2010	0.3%
2009	0.4%
2008	0.3%
2007	0.3%
RECORD YEAR (SINCE 1960)	1964 (0.6%)

company share by half year

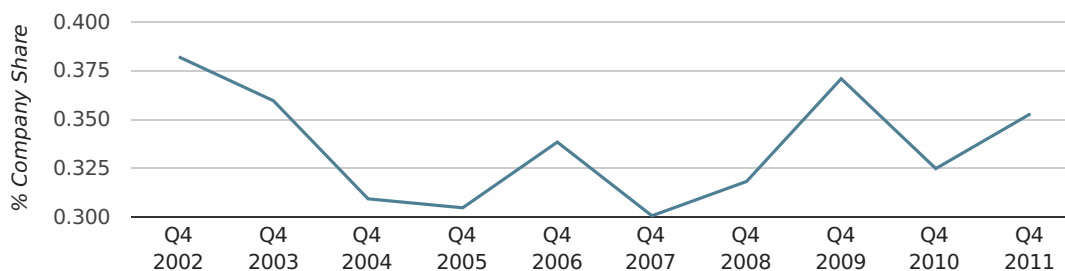


Quarterly Data (Q4 Oct-Dec 2011)

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

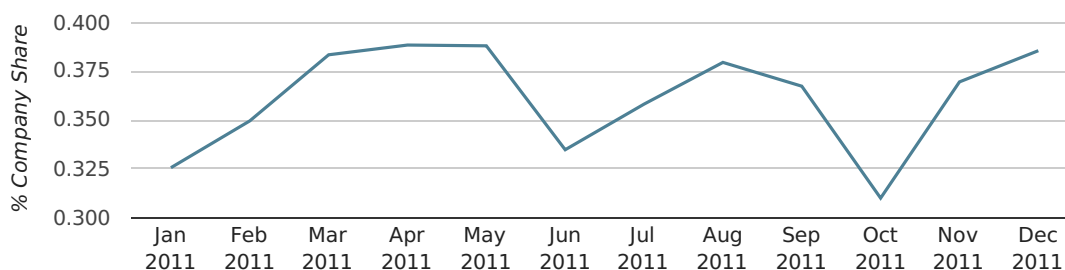
FOURTH QUARTER (OCT 2011 - DEC 2011)	CAMBRIDGE
2011	0.4%
2010	0.3%
2009	0.4%
2008	0.3%
2007	0.3%
RECORD YEAR (SINCE 1960)	1964 (0.8%)

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



	OCTOBER	NOVEMBER	DECEMBER
UK FORMATION SHARE IN 2011	0.3%	0.4%	0.4%
UK FORMATION SHARE IN 2010	0.3%	0.3%	0.3%
% CHANGE	-6.1%	13.3%	21.7%
RECORD YEAR	1974 (0.9%)	1964 (1.3%)	1967 (0.9%)

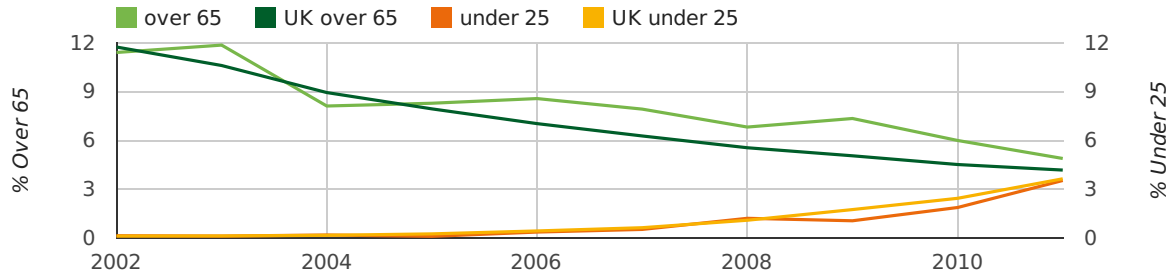
Annual Data (2011)

The average age of a director in 2011 was 44.5.

The percentage of directors under the age of 25 was 3.6% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 4.9% compared to the UK figure of 4.2%.

director age by year



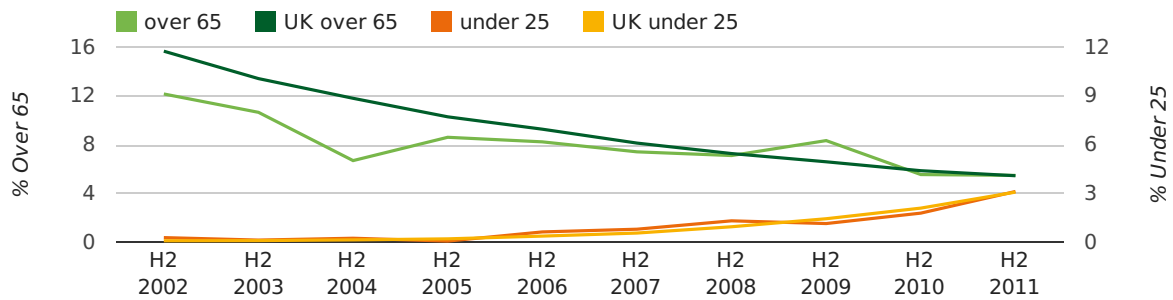
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 45.3.

The percentage of directors under the age of 25 was 3.1% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 5.5% compared to the UK figure of 4.1%.

director age by half year



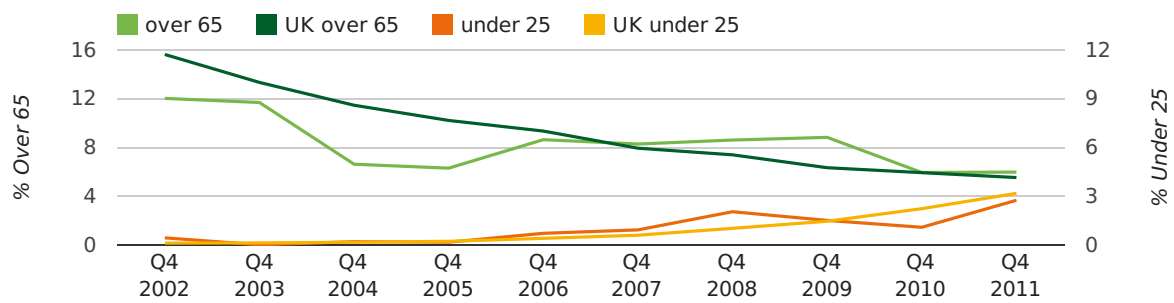
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 44.7.

The percentage of directors under the age of 25 was 2.7% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 6.0% compared to the UK figure of 4.1%.

director age by quarter

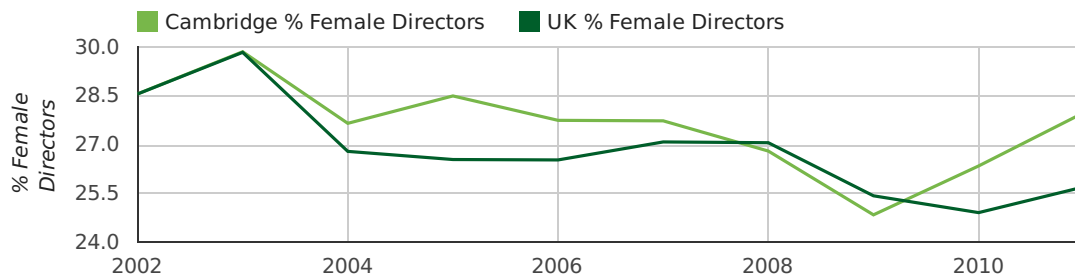


Annual Data (2011)

The record year for female directors in Cambridge was 1857 when 36.4% of all directors were female.

The percentage of female directors in Cambridge in 2011 was 28.6%. The average for the UK during this time was 28.6%

director gender by year

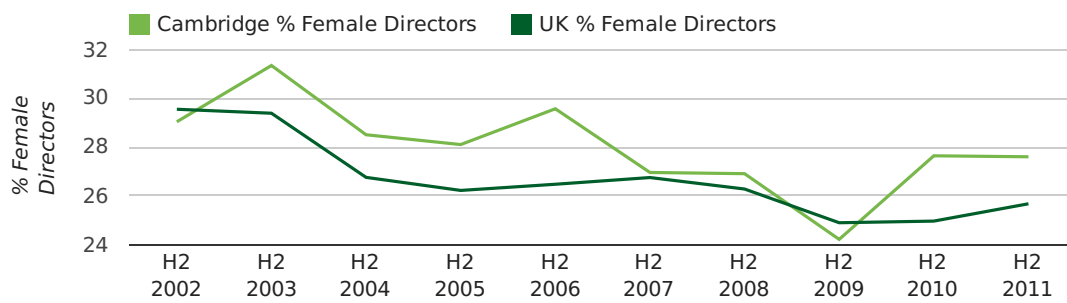


Half Year Data (Jul-Dec 2011)

The record second half year for female directors in Cambridge was 1860 when 42.9% of all directors were female.

27.6% of all director appointments in Cambridge in the second half of 2011 were female. This compares to a UK average of 25.7% for the same period.

director gender by half year

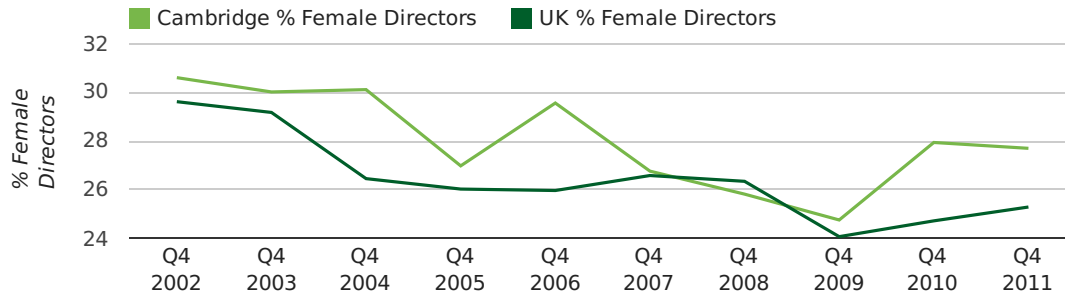


Quarterly Data (Q4 Oct-Dec 2011)

The record fourth quarter for female directors in Cambridge was in 1977 when 31.1% of all directors were female.

27.7% of all director appointments in Cambridge in the fourth quarter of 2011 were female. This compares to a UK average of 25.3% for the same period.

director gender by quarter



Previous 12 months (Dec 2010-Dec 2011)

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

WORD	PERCENTAGE	UK WORD	UK PERCENTAGE
CAMBRIDGE	5.69%	CONSULTING	5.07%
CONSULTING	1.95%	MANAGEMENT	4.74%
CONSULTANCY	1.70%	CONSULTANCY	3.26%
MANAGEMENT	1.19%	PROPERTY	2.37%
(CAMBRIDGE)	1.19%	TRADING	2.07%
PROPERTY	1.19%	DESIGN	1.92%
INTERNATIONAL	0.81%	ASSOCIATES	1.86%
CENTRE	0.76%	ENGINEERING	1.78%
DESIGN	0.72%	BUSINESS	1.78%
ASSOCIATES	0.68%	CONSULTANTS	1.76%
ENGINEERING	0.64%	CONSTRUCTION	1.73%
CONSTRUCTION	0.64%	MEDIA	1.71%
DEVELOPMENTS	0.64%	LONDON	1.63%
BUSINESS	0.59%	J	1.51%
CARE	0.55%	INVESTMENTS	1.48%
ENTERPRISES	0.55%	GLOBAL	1.46%
MEDIA	0.55%	IT	1.41%
CONSULTANTS	0.51%	CARE	1.39%
GLOBAL	0.51%	PROPERTIES	1.29%
CREATIVE	0.47%	ELECTRICAL	1.29%
IT	0.47%	M	1.27%
COMMUNITY	0.47%	BUILDING	1.26%
DEVELOPMENT	0.42%	ENERGY	1.25%
TRAINING	0.42%	S	1.20%
RESEARCH	0.42%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	520	205,525
7487 - Other business activities	143	57,052
70229 - Management consultancy activities other than financial management	89	17,765
82990 - Other business support service activities not elsewhere classified	80	32,483
7414 - Business & management consultancy	72	13,034
62020 - Information technology consultancy activities	63	12,072
7222 - Other software consultancy and supply	52	7,398
9999 - Dormant Company	52	20,199
99999 - Dormant Company	48	21,846
74909 - Other professional, scientific and technical activities not elsewhere classified	40	8,671
7260 - Other computer related activities	37	7,667
62090 - Other information technology service activities	33	7,493
74990 - Non-trading company	31	8,929
7499 - Non-trading company	30	9,957
96090 - Other service activities not elsewhere classified	30	11,768
7310 - R & D on nat sciences & engineering	30	725
72190 - Other research and experimental development on natural sciences and engineering	29	666
62012 - Business and domestic software development	29	3,714
9305 - Other service activities	28	9,492
86900 - Other human health activities	24	4,457