Cheltenham

2011 half year business confidence report



headlines

- Q2 2011 saw a new record in company registrations in Cheltenham when compared to any previous Q2.
- June 2011 saw a new record in company registrations in Cheltenham when compared to any previous June.
- April 2011 saw a new record in company registrations in Cheltenham when compared to any previous April.

contents

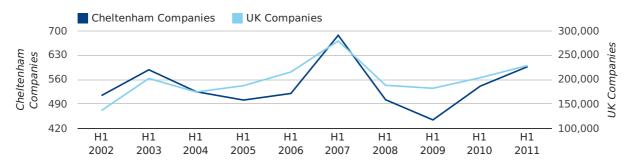
| new company registrations | |
|------------------------------|--|
| closed companies (dissolved) | |
| net company growth | |
| uk company share | |
| director age | |
| director gender | |
| naming trends | |
| sic data | |

In the first half of 2011 a total of 597 companies were formed in Cheltenham. This figure is 10.4% higher than last year, which compares badly to the UK wide figure of 12.3%.

The highest total for a first half year in Cheltenham occurred in 2007 when a total of 687 were formed.

| HALF YEAR (JAN-JUN) | CHELTENHAM | UK |
|---------------------|------------|----------------|
| 2011 | 597 | 228,735 |
| 2010 | 541 | 203,749 |
| % CHANGE | 10.4% | 12.3% |
| RECORD YEAR | 2007 (687) | 2007 (279,097) |

new companies by half year



Quarterly Data (Q2 Apr-Jun 2011)

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

A total of 313 companies were registered in Cheltenham during the second quarter of 2011 (Apr 2011 - Jun 2011).

This figure is an increase of 15.5% 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) | CHELTENHAM | UK |
|--------------------------------------|------------|----------------|
| 2011 | 313 | 112,344 |
| 2010 | 271 | 98,612 |
| % CHANGE | 15.5% | 13.9% |
| RECORD YEAR | 2011 (313) | 2011 (112,344) |

Cheltenham Companies UK Companies 120,000 320 *Cheltenham Companies* Companies 105,000 290 260 90,000 230 75,000 Z 200 60,000 Q2 2002 2003 2004 2005 2006 2008 2009 2010 2007 2011

new companies by quarter

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

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

new companies by month



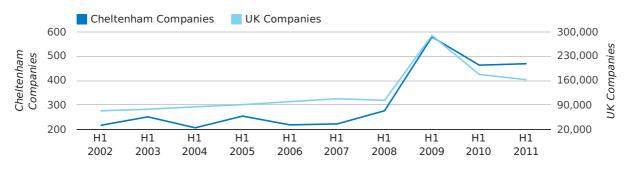
| NEW COMPANIES IN 2011 | 106 | 102 | 105 |
|-----------------------|------------|------------|------------|
| NEW COMPANIES IN 2010 | 92 | 85 | 94 |
| % CHANGE | 15.2% | 20.0% | 11.7% |
| RECORD YEAR | 2011 (106) | 2003 (104) | 2011 (105) |

In the first half of 2011 a total of 469 companies were dissolved in Cheltenham. This figure is 1.3% higher than last year, which compares badly to the UK wide change of -8.6%.

The highest total for a first half year in Cheltenham occurred in 2009 when a total of 579 were closed.

| HALF YEAR (JAN-JUN) | CHELTENHAM | UK |
|---------------------|------------|----------------|
| 2011 | 469 | 162,310 |
| 2010 | 463 | 177,631 |
| % CHANGE | 1.3% | -8.6% |
| RECORD YEAR | 2009 (579) | 2009 (289,236) |

dissolved companies by half year



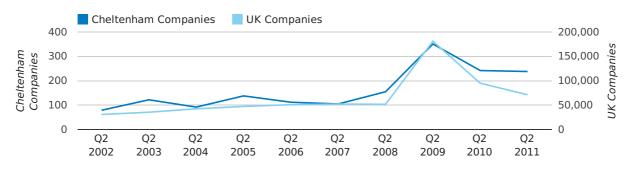
Quarterly Data (Q2 Apr-Jun 2011)

A total of 238 companies were dissolved in Cheltenham during the second quarter of 2011 (Apr 2011 - Jun 2011).

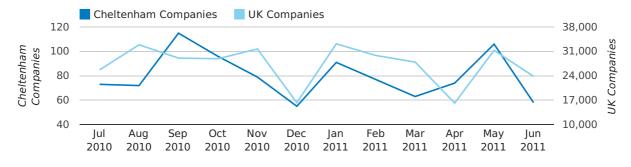
This figure is a decrease of 1.7% versus the same period last year (Q2 2010). This figure compares poorly to the UK as a whole, which saw a decrease of 24.9% against the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | CHELTENHAM | UK |
|--------------------------------------|------------|----------------|
| 2011 | 238 | 71,324 |
| 2010 | 242 | 94,954 |
| % CHANGE | -1.7% | -24.9% |
| RECORD YEAR | 2009 (351) | 2009 (181,176) |

dissolved companies by quarter



dissolved companies by month

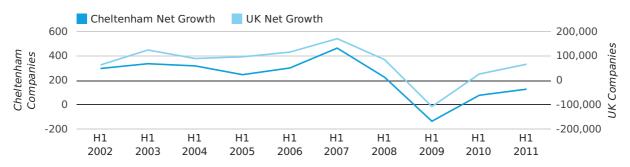


| | APRIL | MAY | JUNE |
|--------------------------|-----------|------------|------------|
| CLOSED COMPANIES IN 2011 | 74 | 106 | 58 |
| CLOSED COMPANIES IN 2010 | 57 | 80 | 105 |
| % CHANGE | 29.8% | 32.5% | -45% |
| RECORD YEAR | 2008 (78) | 2009 (158) | 2009 (115) |

In the first half of 2011 the company register for Cheltenham increased by 128 companies. This figure is 64.1% higher than last year, which compares badly to a UK increase of 154.3%.

| HALF YEAR (JAN-JUN) | CHELTENHAM | UK |
|---------------------|------------|----------------|
| 2011 | 128 | 66,425 |
| 2010 | 78 | 26,118 |
| % CHANGE | 64.1% | 154.3% |
| RECORD YEAR | 2007 (465) | 2007 (171,296) |

net growth by half year

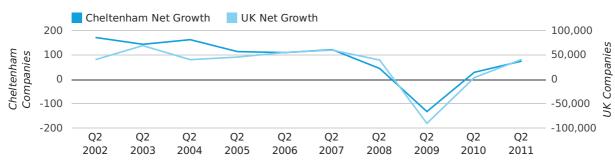


Quarterly Data (Q2 Apr-Jun 2011)

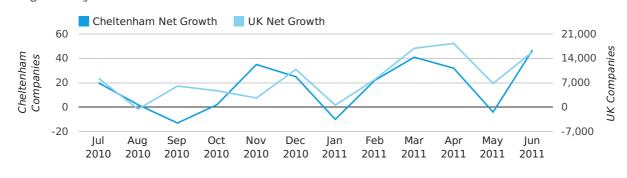
Net company growth for Cheltenham during the second quarter of 2011 (Apr 2011 - Jun 2011) was 75 companies.

This represents an increase of 158.6% on the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | CHELTENHAM | UK |
|--------------------------------------|------------|---------------|
| 2011 | 75 | 41,020 |
| 2010 | 29 | 3,658 |
| % CHANGE | 158.6% | 1,021.4% |
| RECORD YEAR | 2002 (172) | 2003 (69,274) |



net growth by quarter



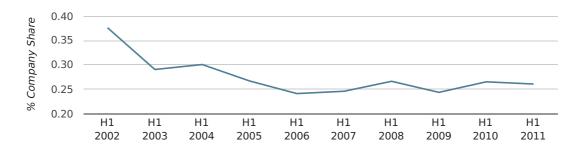
| | APRIL | MAY | JUNE |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 32 | -4 | 47 |
| NET GROWTH IN 2010 | 35 | 5 | -11 |
| % CHANGE | -8.6% | -180.0% | -527.3% |
| RECORD YEAR | 2007 (68) | 2004 (85) | 2002 (70) |

net growth by month

In the first half of 2011 Cheltenham formed 0.3% of all UK companies. This is the same as the 2010 figure of 0.3%.

| HALF YEAR (JAN-JUN) | CHELTENHAM |
|--------------------------|-------------|
| 2011 | 0.3% |
| 2010 | 0.3% |
| 2009 | 0.2% |
| 2008 | 0.3% |
| 2007 | 0.2% |
| RECORD YEAR (SINCE 1960) | 1967 (0.5%) |

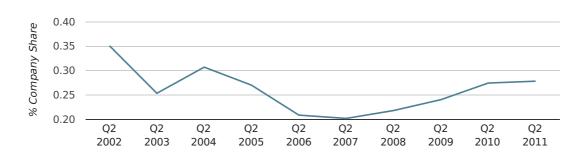
company share by half year



Quarterly Data (Q2 Apr-Jun 2011)

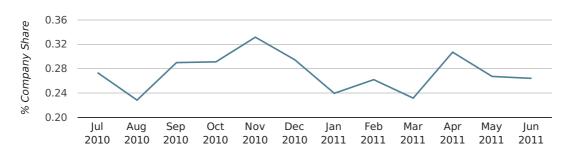
In the second quarter of 2011, Cheltenham formed 0.3% of all UK companies.

| SECOND QUARTER (APR 2011 - JUN 2011) | CHELTENHAM |
|--------------------------------------|-------------|
| 2011 | 0.3% |
| 2010 | 0.3% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.2% |
| RECORD YEAR (SINCE 1960) | 1968 (0.4%) |



company share by quarter

company share by month



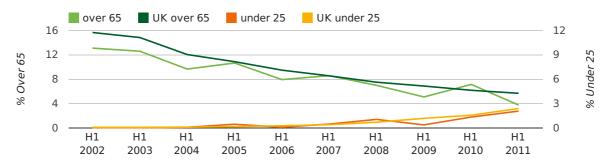
| | APRIL | ΜΑΥ | JUNE |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.3% | 0.3% | 0.3% |
| UK FORMATION SHARE IN 2010 | 0.3% | 0.3% | 0.3% |
| % CHANGE | 11.5% | -5.5% | -1.0% |
| RECORD YEAR | 1967 (0.9%) | 1969 (1.0%) | 1977 (0.7%) |

The average age of a director in the first half of 2011 was 45.8.

The percentage of directors under the age of 25 was 2.1% compared to the UK figure of 3.2%.

The percentage of directors over the age of 65 was 3.8% compared to the UK figure of 4.3%.

director age by half year



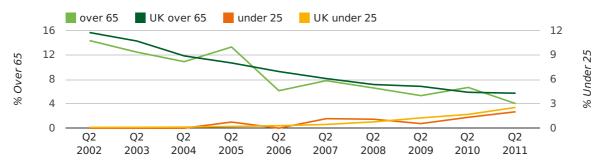
Quarterly Data (Q2 Apr-Jun 2011)

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

The percentage of directors under the age of 25 was 2.0% compared to the UK figure of 3.4%.

The percentage of directors over the age of 65 was 4.0% compared to the UK figure of 4.3%.

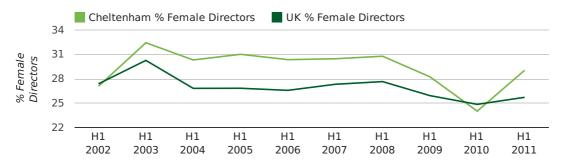
director age by quarter



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

29.1% of all director appointments in Cheltenham 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 Cheltenham was in 1866 when 66.7% of all directors were female.

32.6% of all director appointments in Cheltenham 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 |
|--------------|------------|--------------|---------------|
| CONSULTING | 2.15% | CONSULTING | 5.09% |
| MANAGEMENT | 1.81% | MANAGEMENT | 4.86% |
| CHELTENHAM | 1.53% | CONSULTANCY | 3.17% |
| CONSULTANCY | 1.30% | PROPERTY | 2.43% |
| CARE | 1.30% | TRADING | 2.05% |
| COTSWOLD | 1.08% | DESIGN | 1.94% |
| BUSINESS | 0.96% | ASSOCIATES | 1.92% |
| DENTAL | 0.91% | BUSINESS | 1.87% |
| (CHELTENHAM) | 0.85% | CONSTRUCTION | 1.77% |
| DESIGN | 0.79% | CONSULTANTS | 1.76% |
| IT | 0.79% | MEDIA | 1.73% |
| CONSTRUCTION | 0.74% | ENGINEERING | 1.67% |
| PROPERTY | 0.62% | LONDON | 1.60% |
| TRAINING | 0.57% | GLOBAL | 1.46% |
| J | 0.57% | J | 1.44% |
| HOUSE | 0.57% | CARE | 1.44% |
| BUILDING | 0.51% | INVESTMENTS | 1.42% |
| CONSULTANTS | 0.51% | IT | 1.39% |
| SCHOOL | 0.51% | BUILDING | 1.32% |
| D | 0.45% | PROPERTIES | 1.31% |
| HOLDINGS | 0.45% | ELECTRICAL | 1.30% |
| SYSTEMS | 0.45% | М | 1.27% |
| DEVELOPMENT | 0.45% | S | 1.23% |
| C | 0.45% | ENTERPRISES | 1.20% |
| LONDON | 0.40% | SYSTEMS | 1.20% |



Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|------------------------|-----------------|
| None Supplied | 388 | 202,072 |
| 7487 - Other business activities | 114 | 60,758 |
| 70229 - Management consultancy activities other than financial management | 75 | 16,419 |
| 82990 - Other business support service activities not elsewhere classified | 56 | 30,647 |
| 7414 - Business & management consultancy | 49 | 13,053 |
| 62020 - Information technology consultancy activities | 48 | 10,545 |
| 9999 - Dormant Company | 41 | 20,111 |
| 99999 - Dormant Company | 36 | 18,918 |
| 74990 - Non-trading company | 30 | 8,481 |
| 9305 - Other service activities | 28 | 9,063 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 28 | 7,835 |
| 7222 - Other software consultancy and supply | 27 | 7,143 |
| 62090 - Other information technology service activities | 21 | 7,095 |
| 7499 - Non-trading company | 18 | 10,955 |
| 7260 - Other computer related activities | 16 | 7,849 |
| 68320 - Management of real estate on a fee or contract basis | 16 | 3,095 |
| 4521 - General construction & civil engineering | 15 | 5,928 |
| 41100 - Development of building projects | 15 | 3,852 |
| 68209 - Other letting and operating of own or leased real estate | 15 | 3,790 |
| 62012 - Business and domestic software development | 14 | 3,262 |