Darlington

q1 2011 business confidence report



headlines

• January 2011 saw a new record in company closures in Darlington when compared to any previous January.

contents

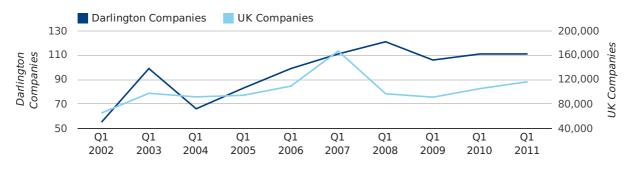
| new company registrations | |
|------------------------------|--|
| closed companies (dissolved) | |
| net company growth | |
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| director age | |
| director gender | |
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| sic data | |

A total of 111 companies were registered in Darlington during the first quarter of 2011 (Jan 2011 - Mar 2011).

This figure is a difference of 0.0% versus the same period last year (Q1 2010). This figure compares badly to the UK as a whole, which saw an increase of 10.7% against the same period last year.

| FIRST QUARTER (JAN 2011 - MAR 2011) | DARLINGTON | UK |
|-------------------------------------|------------|----------------|
| 2011 | 111 | 116,391 |
| 2010 | 111 | 105,137 |
| % CHANGE | 0.0% | 10.7% |
| RECORD YEAR | 2008 (121) | 2007 (166,814) |

new companies by quarter



Monthly Data (Jan, Feb & Mar 2011)



new companies by month

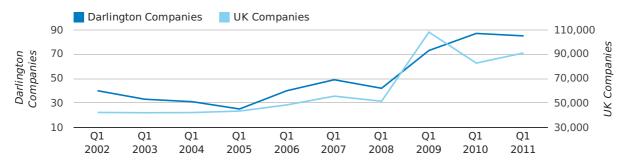
| | JANUARY | FEBRUARY | MARCH |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 34 | 28 | 49 |
| NEW COMPANIES IN 2010 | 31 | 27 | 53 |
| % CHANGE | 9.7% | 3.7% | -7.5% |
| RECORD YEAR | 2003 (39) | 2008 (49) | 2010 (53) |

A total of 85 companies were dissolved in Darlington during the first quarter of 2011 (Jan 2011 - Mar 2011).

This figure is a decrease of 2.3% versus the same period last year (Q1 2010). This figure compares well to the UK as a whole, which saw an increase of 10.0% against the same period last year.

| FIRST QUARTER (JAN 2011 - MAR 2011) | DARLINGTON | UK |
|-------------------------------------|------------|----------------|
| 2011 | 85 | 90,986 |
| 2010 | 87 | 82,677 |
| % CHANGE | -2.3% | 10.0% |
| RECORD YEAR | 2010 (87) | 2009 (108,060) |

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2011)

January 2011 saw a new record in company closures in Darlington when compared to any previous January.

Darlington Companies UK Companies 50 42,000 UK Companies Darlington Companies 34,000 40 26,000 30 20 18,000 10,000 10 Apr Jul Sep Oct Dec Feb Mar May Jun Aug Nov Jan 2010 2010 2010 2010 2010 2010 2010 2010 2010 2011 2011 2011

| dissolved | companies | bv | month |
|-----------|-----------|-----|-------|
| 0.000.000 | companies | ~ ~ | |

| | JANUARY | FEBRUARY | MARCH |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 41 | 22 | 22 |
| CLOSED COMPANIES IN 2010 | 14 | 38 | 35 |
| % CHANGE | 192.9% | -42.1% | -37% |
| RECORD YEAR | 2011 (41) | 2010 (38) | 2010 (35) |

UK Companies

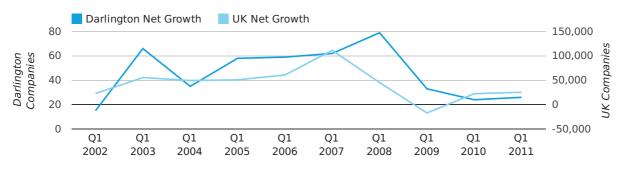
Quarterly Data (Q1 Jan-Mar 2011)

Net company growth for Darlington during the first quarter of 2011 (Jan 2011 - Mar 2011) was 26 companies.

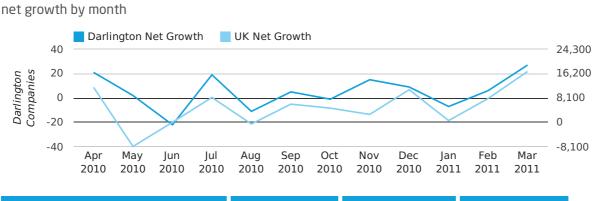
This represents an increase of 8.3% on the same period last year.

| FIRST QUARTER (JAN 2011 - MAR 2011) | DARLINGTON | UK |
|-------------------------------------|------------|----------------|
| 2011 | 26 | 25,405 |
| 2010 | 24 | 22,460 |
| % CHANGE | 8.3% | 13.1% |
| RECORD YEAR | 2008 (79) | 2007 (111,282) |

net growth by quarter



Monthly Data (Jan, Feb & Mar 2011)

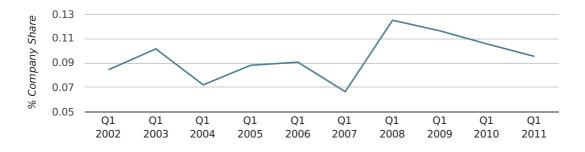


| | JANUARY | FEBRUARY | MARCH |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | -7 | 6 | 27 |
| NET GROWTH IN 2010 | 17 | -11 | 18 |
| % CHANGE | -141.2% | -154.5% | 50.0% |
| RECORD YEAR | 2003 (23) | 2008 (30) | 2008 (37) |

In the first quarter of 2011, Darlington formed 0.1% of all UK companies.

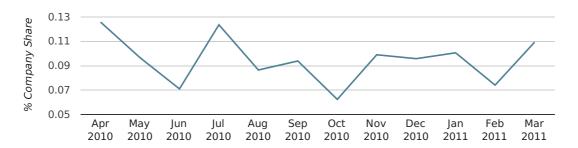
| FIRST QUARTER (JAN 2011 - MAR 2011) | DARLINGTON |
|-------------------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1979 (0.3%) |

company share by quarter



Monthly Data (Jan, Feb & Mar 2011)

company share by month



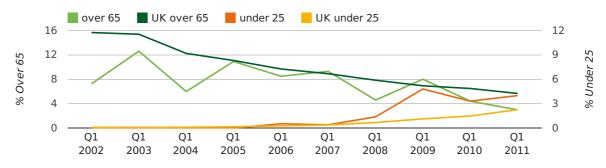
| | JANUARY | FEBRUARY | MARCH |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.1% | 0.1% | 0.1% |
| UK FORMATION SHARE IN 2010 | 0.1% | 0.1% | 0.1% |
| % CHANGE | -5.5% | -8.9% | -11.8% |
| RECORD YEAR | 1979 (0.4%) | 1981 (0.3%) | 1975 (0.2%) |

The average age of a director in the first quarter of 2011 was 45.5.

The percentage of directors under the age of 25 was 4.0% compared to the UK figure of 3.0%.

The percentage of directors over the age of 65 was 3.0% compared to the UK figure of 4.3%.

director age by quarter



director gender

Quarterly Data (Q1 Jan-Mar 2011)

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

21.8% of all director appointments in Darlington in the first quarter of 2011 were female. This compares to a UK average of 25.4% for the same period.

director gender by quarter



Previous 12 months (Mar 2010-Mar 2011)

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

| WORD | PERCENTAGE | UK WORD | UK PERCENTAGE |
|--------------|------------|---------------|---------------|
| NORTH | 1.08% | CONSULTING | 5.04% |
| MANAGEMENT | 1.08% | MANAGEMENT | 4.97% |
| DARLINGTON | 1.08% | CONSULTANCY | 3.16% |
| CARE | 0.94% | PROPERTY | 2.38% |
| CONSULTANCY | 0.81% | TRADING | 2.10% |
| CONSULTING | 0.81% | DESIGN | 1.93% |
| ASSOCIATES | 0.81% | ASSOCIATES | 1.92% |
| DESIGN | 0.81% | BUSINESS | 1.87% |
| CONSULTANTS | 0.67% | CONSTRUCTION | 1.80% |
| RTM | 0.67% | CONSULTANTS | 1.76% |
| F | 0.67% | MEDIA | 1.69% |
| (DARLINGTON) | 0.67% | ENGINEERING | 1.61% |
| (NORTH | 0.54% | LONDON | 1.60% |
| SHEPHERD | 0.54% | CARE | 1.45% |
| JOHN | 0.54% | J | 1.45% |
| EAST) | 0.54% | GLOBAL | 1.44% |
| BUILDING | 0.54% | INVESTMENTS | 1.43% |
| LOGISTICS | 0.54% | IT | 1.41% |
| SECURITY | 0.54% | PROPERTIES | 1.36% |
| BUSINESS | 0.54% | BUILDING | 1.34% |
| SONS | 0.54% | М | 1.30% |
| FINANCIAL | 0.54% | ELECTRICAL | 1.28% |
| ONLINE | 0.54% | S | 1.24% |
| EAST | 0.54% | INTERNATIONAL | 1.23% |
| AGENT | 0.40% | SYSTEMS | 1.23% |



Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|---|------------------------|-----------------|
| None Supplied | 144 | 202,798 |
| 7487 - Other business activities | 64 | 60,968 |
| 82990 - Other business support service activities not elsewhere classified | 22 | 30,253 |
| 99999 - Dormant Company | 19 | 18,336 |
| 70229 - Management consultancy activities other than financial management | 19 | 16,150 |
| 7414 - Business & management consultancy | 15 | 12,916 |
| 9999 - Dormant Company | 13 | 19,765 |
| 86900 - Other human health activities | 11 | 4,092 |
| 96090 - Other service activities not elsewhere classified | 11 | 10,085 |
| 62020 - Information technology consultancy activities | 9 | 10,246 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 9 | 7,788 |
| 9305 - Other service activities | 8 | 8,740 |
| 5248 - Other retail specialised stores | 7 | 1,957 |
| 4521 - General construction & civil engineering | 6 | 6,183 |
| 43220 - Plumbing, heat and air-conditioning installation | 6 | 2,312 |
| 85590 - Other education not elsewhere classified | 6 | 2,086 |
| 41100 - Development of building projects | 6 | 3,921 |
| 43210 - Electrical installation | 6 | 3,172 |
| 68320 - Management of real estate on a fee or contract basis | 6 | 3,220 |
| 45200 - Maintenance and repair of motor vehicles | 6 | 2,259 |