

Durham

2011 annual business confidence report



headlines

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

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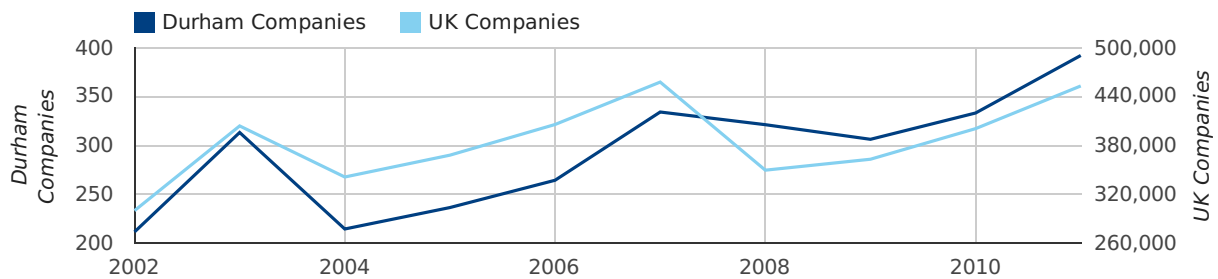
Annual Data (2011)

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

A total of 392 companies were formed in Durham in 2011. This total is 17.7% higher than in 2010 and compares poorly to the UK figure of a 13.1% growth compared to 400,358 the previous year.

| YEAR | DURHAM | UK |
|-------------|------------|----------------|
| 2011 | 392 | 452,870 |
| 2010 | 333 | 400,358 |
| 2009 | 306 | 362,675 |
| 2008 | 321 | 349,203 |
| 2007 | 334 | 457,649 |
| RECORD YEAR | 2011 (392) | 2007 (457,649) |

new companies by year



Half Year Data (Jul-Dec 2011)

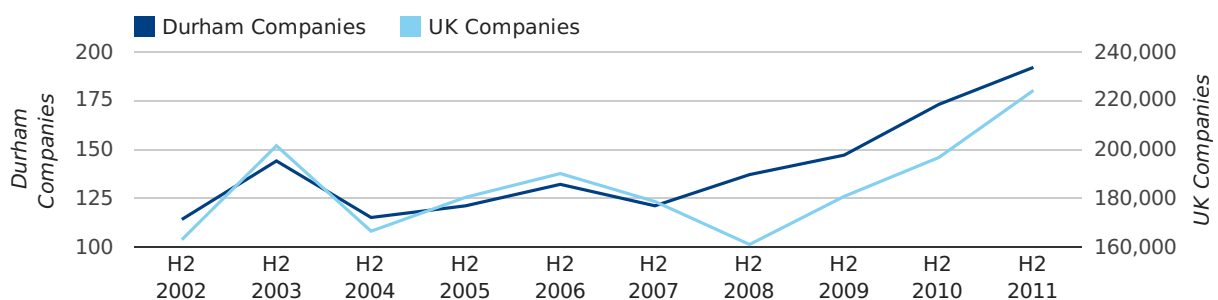
The second half of 2011 saw a new record in company registrations in Durham when compared to any previous second half year.

In the second half of 2011 a total of 192 companies were formed in Durham. This figure is 11.0% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Durham occurred in 2011 when a total of 192 were formed.

| HALF YEAR (JUL-DEC) | DURHAM | UK |
|---------------------|------------|----------------|
| 2011 | 192 | 224,135 |
| 2010 | 173 | 196,609 |
| % CHANGE | 11.0% | 14.0% |
| RECORD YEAR | 2011 (192) | 2011 (224,135) |

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

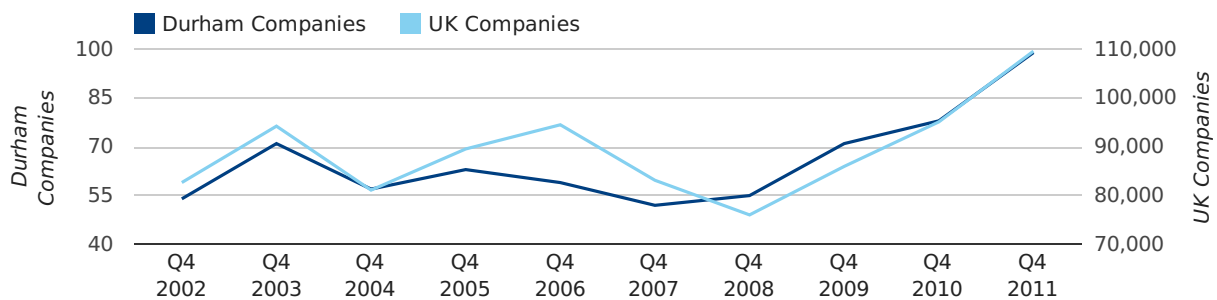
Q4 2011 saw a new record in company registrations in Durham when compared to any previous Q4.

A total of 99 companies were registered in Durham during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 26.9% 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) | DURHAM | UK |
|--------------------------------------|-----------|----------------|
| 2011 | 99 | 109,623 |
| 2010 | 78 | 95,117 |
| % CHANGE | 26.9% | 15.3% |
| RECORD YEAR | 2011 (99) | 2011 (109,623) |

new companies by quarter

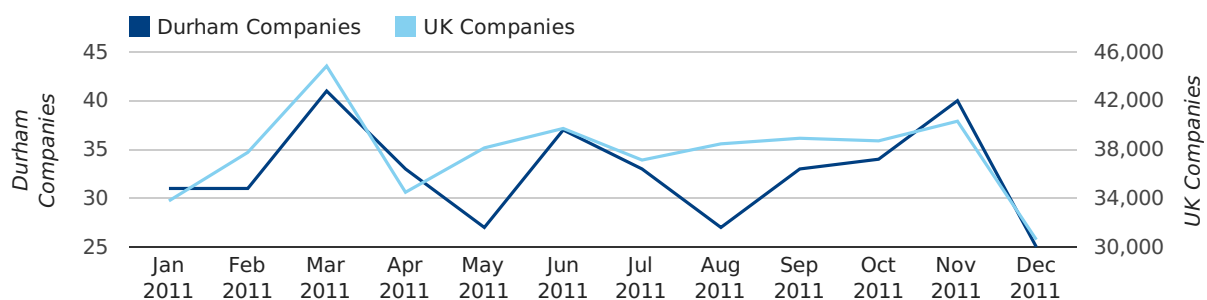


Monthly Data (Oct, Nov & Dec 2011)

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

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

new companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 34 | 40 | 25 |
| NEW COMPANIES IN 2010 | 22 | 33 | 23 |
| % CHANGE | 54.5% | 21.2% | 8.7% |
| RECORD YEAR | 2003 (36) | 2011 (40) | 2011 (25) |

Annual Data (2011)

A total of 197 companies were dissolved in Durham in 2011. This total is 2.5% lower than in 2010 and compares favourably to the UK figure of 8.1% decrease compared to the previous year.

| YEAR | DURHAM | UK |
|-------------|------------|----------------|
| 2011 | 197 | 314,523 |
| 2010 | 202 | 342,232 |
| 2009 | 336 | 533,773 |
| 2008 | 126 | 237,901 |
| 2007 | 156 | 220,295 |
| RECORD YEAR | 2009 (336) | 2009 (533,773) |

dissolved companies by year



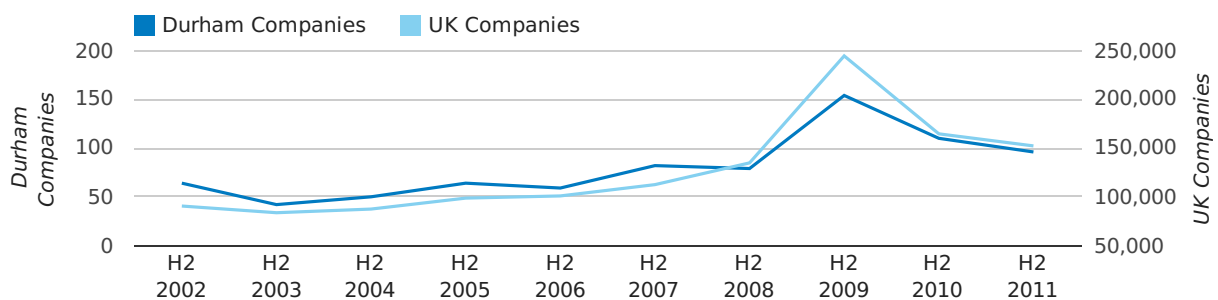
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 96 companies were dissolved in Durham. This figure is 12.7% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Durham occurred in 2009 when a total of 154 were closed.

| HALF YEAR (JUL-DEC) | DURHAM | UK |
|---------------------|------------|----------------|
| 2011 | 96 | 152,213 |
| 2010 | 110 | 164,601 |
| % CHANGE | -12.7% | -7.5% |
| RECORD YEAR | 2009 (154) | 2009 (244,537) |

dissolved companies by half year



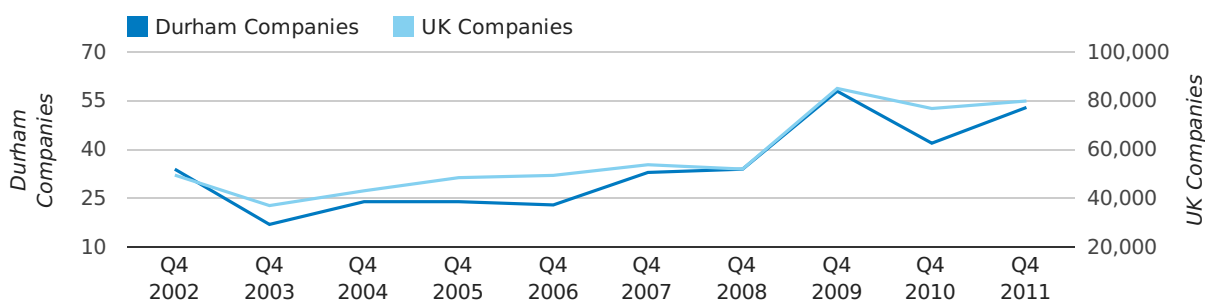
Quarterly Data (Q4 Oct-Dec 2011)

A total of 53 companies were dissolved in Durham during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 26.2% versus the same period last year (Q4 2010). This figure compares poorly 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) | DURHAM | UK |
|--------------------------------------|-----------|---------------|
| 2011 | 53 | 79,983 |
| 2010 | 42 | 76,896 |
| % CHANGE | 26.2% | 4.0% |
| RECORD YEAR | 2009 (58) | 2009 (85,136) |

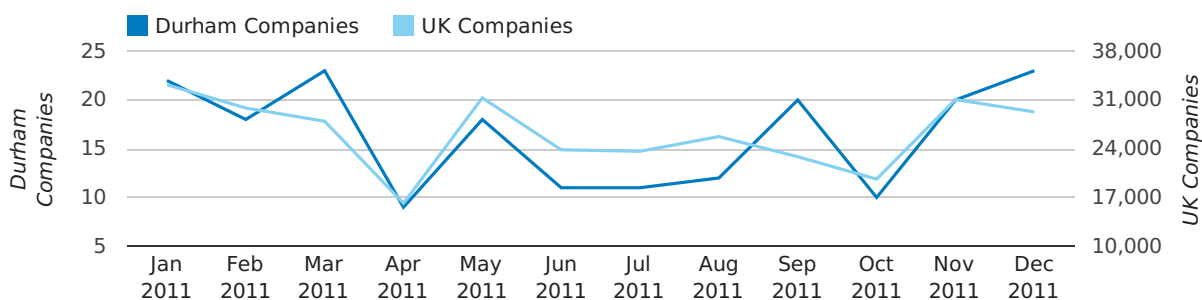
dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

November 2011 saw a new record in company closures in Durham when compared to any previous November.

dissolved companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 10 | 20 | 23 |
| CLOSED COMPANIES IN 2010 | 16 | 17 | 9 |
| % CHANGE | -37.5% | 17.6% | 156% |
| RECORD YEAR | 2009 (19) | 2011 (20) | 2009 (24) |

Annual Data (2011)

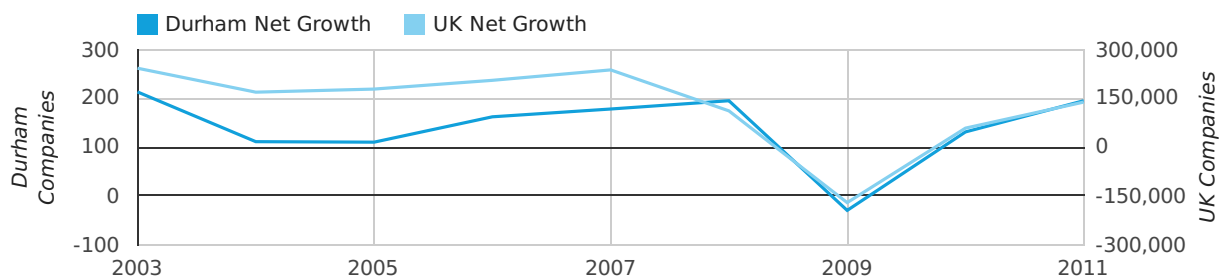
A total of 195 companies were added to the company register for Durham in 2011. This number represents growth of 58.6% which compares favourably to the UK figure of 34.6%.

This number is 64 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2003 when the Durham company register grew by 213 companies.

| YEAR | DURHAM | UK |
|-------------|------------|----------------|
| 2011 | 195 | 138,347 |
| 2010 | 131 | 58,126 |
| 2009 | -30 | -171,098 |
| 2008 | 195 | 111,302 |
| 2007 | 178 | 237,354 |
| RECORD YEAR | 2003 (213) | 2003 (242,543) |

net growth by year

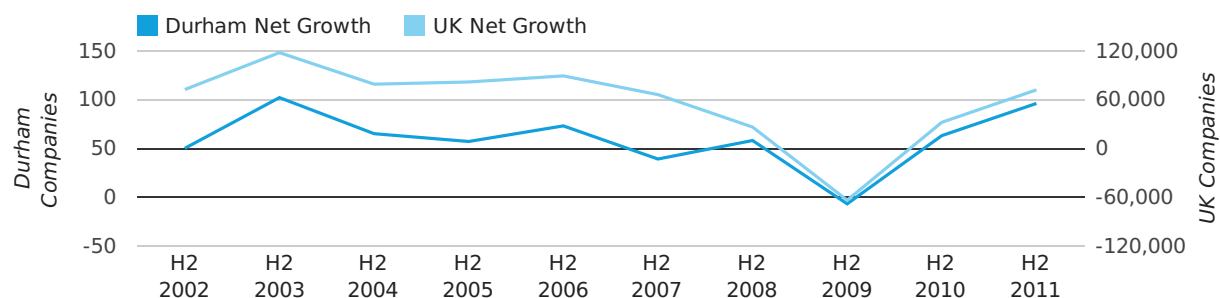


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Durham increased by 96 companies. This figure is 52.4% higher than last year, which compares badly to a UK increase of 124.7%.

| HALF YEAR (JUL-DEC) | DURHAM | UK |
|---------------------|------------|----------------|
| 2011 | 96 | 71,922 |
| 2010 | 63 | 32,008 |
| % CHANGE | 52.4% | 124.7% |
| RECORD YEAR | 2003 (102) | 2003 (117,772) |

net growth by half year



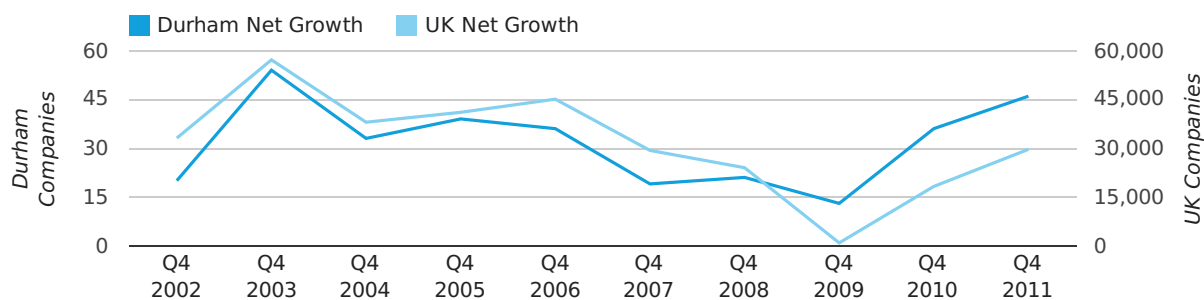
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Durham during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 46 companies.

This represents an increase of 27.8% on the same period last year.

| FOURTH QUARTER (OCT 2011 - DEC 2011) | DURHAM | UK |
|--------------------------------------|-----------|---------------|
| 2011 | 46 | 29,640 |
| 2010 | 36 | 18,221 |
| % CHANGE | 27.8% | 62.7% |
| RECORD YEAR | 2003 (54) | 2003 (57,175) |

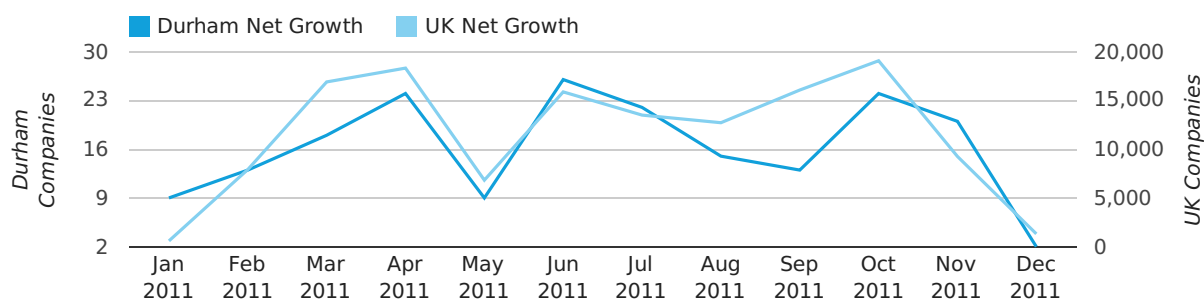
net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

November 2011 saw a new record in net growth in Durham when compared to any previous November.

net growth by month



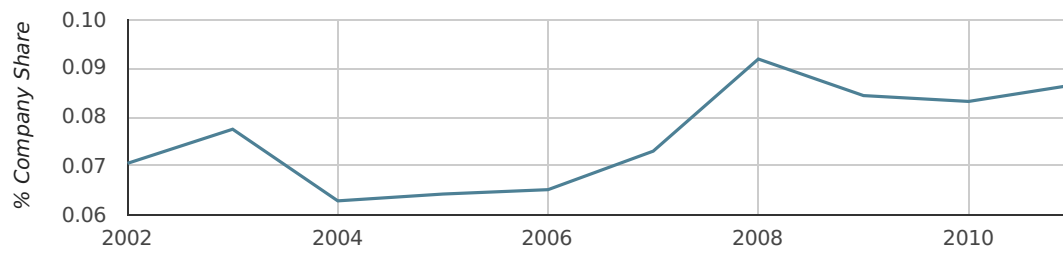
| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 24 | 20 | 2 |
| NET GROWTH IN 2010 | 6 | 16 | 14 |
| % CHANGE | 300.0% | 25.0% | -85.7% |
| RECORD YEAR | 2003 (31) | 2011 (20) | 2003 (15) |

Annual Data (2011)

In 2011 Durham formed 0.1% of all UK companies. This is no change on 2010 when Durham was responsible for 0.1% of all UK companies.

| YEAR | DURHAM |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1971 (0.1%) |

company share by year

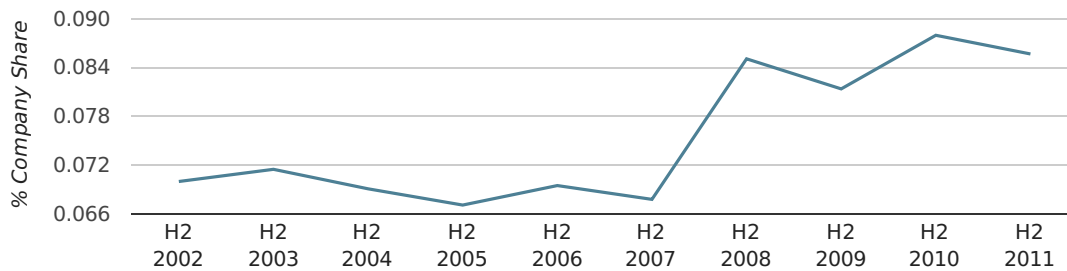


Half Year Data (Jul-Dec 2011)

In the second half of 2011 Durham formed 0.1% of all UK companies. This is the same as the 2010 figure of 0.1%.

| HALF YEAR (JUL-DEC) | DURHAM |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1963 (0.1%) |

company share by half year

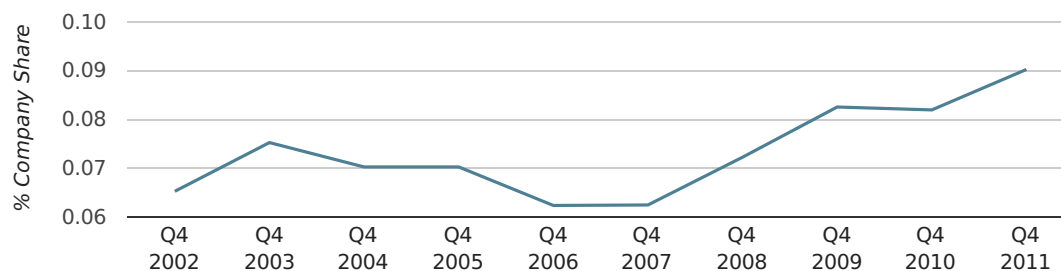


Quarterly Data (Q4 Oct-Dec 2011)

In the fourth quarter of 2011, Durham formed 0.1% of all UK companies.

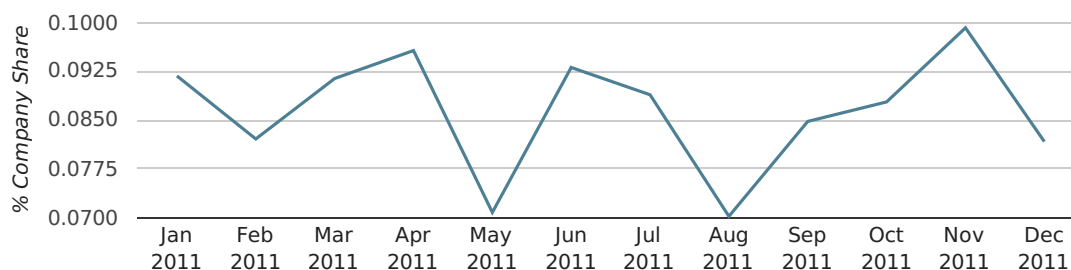
| FOURTH QUARTER (OCT 2011 - DEC 2011) | DURHAM |
|--------------------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1974 (0.2%) |

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



| | OCTOBER | NOVEMBER | DECEMBER |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.1% | 0.1% | 0.1% |
| UK FORMATION SHARE IN 2010 | 0.1% | 0.1% | 0.1% |
| % CHANGE | 34.3% | 3.2% | -3.7% |
| RECORD YEAR | 1974 (0.3%) | 1960 (0.2%) | 1967 (0.3%) |

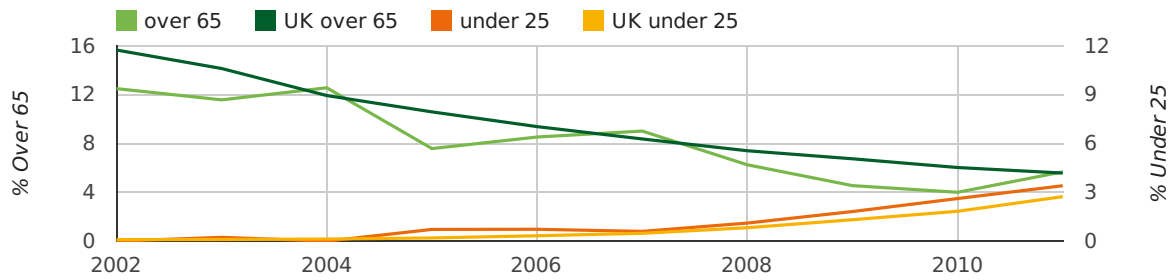
Annual Data (2011)

The average age of a director in 2011 was 44.3.

The percentage of directors under the age of 25 was 3.4% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 5.7% compared to the UK figure of 4.2%.

director age by year



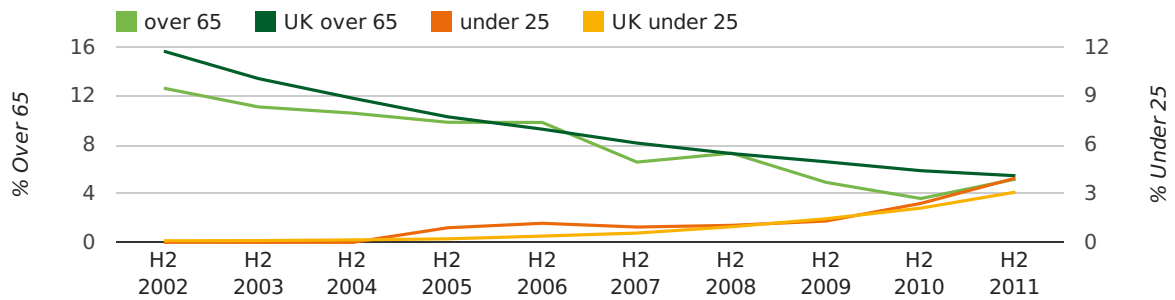
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 44.8.

The percentage of directors under the age of 25 was 4.0% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 5.2% compared to the UK figure of 4.1%.

director age by half year



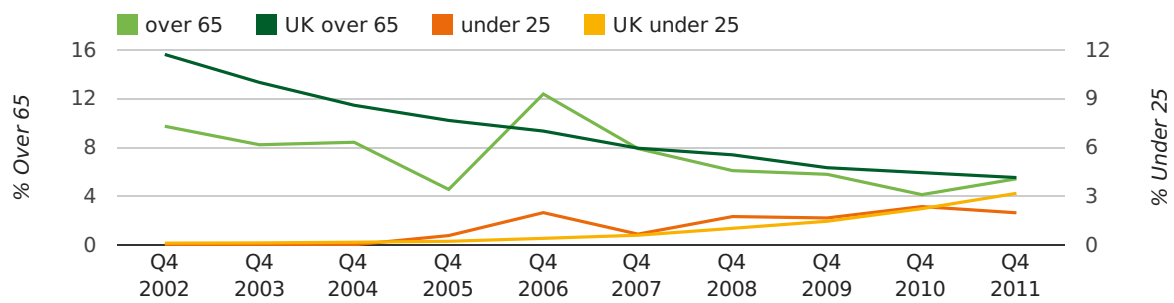
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 45.0.

The percentage of directors under the age of 25 was 2.0% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 5.4% compared to the UK figure of 4.1%.

director age by quarter

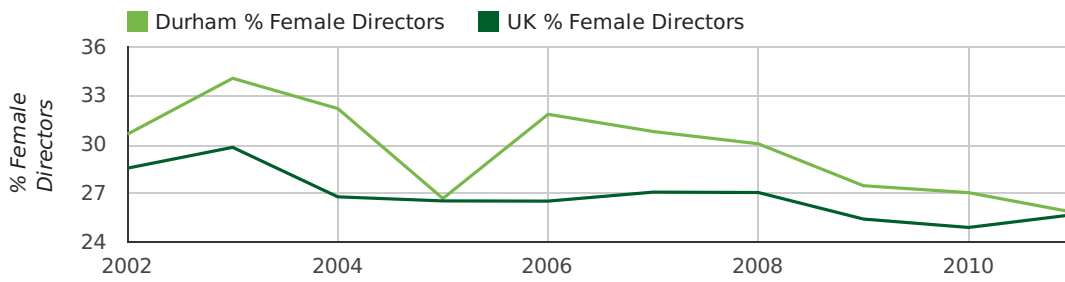


Annual Data (2011)

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

The percentage of female directors in Durham in 2011 was 30.7%. The average for the UK during this time was 28.6%

director gender by year

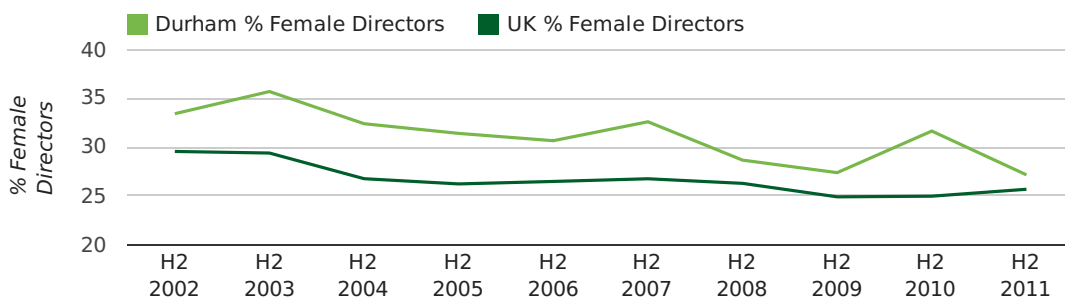


Half Year Data (Jul-Dec 2011)

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

27.2% of all director appointments in Durham 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

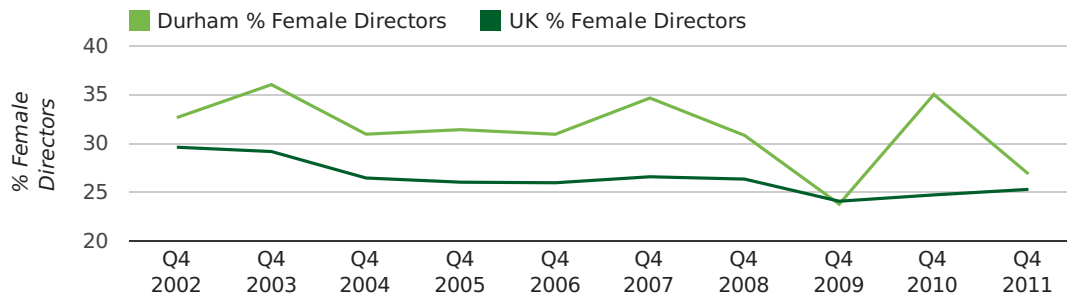


Quarterly Data (Q4 Oct-Dec 2011)

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

26.9% of all director appointments in Durham 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 |
|--------------|------------|--------------|---------------|
| DURHAM | 1.65% | CONSULTING | 5.07% |
| BANKS | 1.51% | MANAGEMENT | 4.74% |
| CONSULTING | 1.51% | CONSULTANCY | 3.26% |
| WIND | 1.37% | PROPERTY | 2.37% |
| FARM) | 1.37% | TRADING | 2.07% |
| RENEWABLES | 1.37% | DESIGN | 1.92% |
| PROPERTY | 1.24% | ASSOCIATES | 1.86% |
| SCHOOLS | 1.10% | ENGINEERING | 1.78% |
| FOR | 1.10% | BUSINESS | 1.78% |
| NORTH | 0.96% | CONSULTANTS | 1.76% |
| MEDICAL | 0.96% | CONSTRUCTION | 1.73% |
| DEVELOPMENTS | 0.82% | MEDIA | 1.71% |
| ASSOCIATES | 0.82% | LONDON | 1.63% |
| EAST | 0.82% | J | 1.51% |
| CONSTRUCTION | 0.69% | INVESTMENTS | 1.48% |
| MAINTENANCE | 0.69% | GLOBAL | 1.46% |
| MANAGEMENT | 0.69% | IT | 1.41% |
| HOUSE | 0.69% | CARE | 1.39% |
| CARE | 0.69% | PROPERTIES | 1.29% |
| IT | 0.69% | ELECTRICAL | 1.29% |
| J | 0.69% | M | 1.27% |
| (DURHAM) | 0.55% | BUILDING | 1.26% |
| VESTBROWN | 0.55% | ENERGY | 1.25% |
| PARTNERSHIP | 0.55% | S | 1.20% |
| ROCKTREE | 0.55% | ENTERPRISES | 1.20% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 133 | 205,525 |
| 7487 - Other business activities | 36 | 57,052 |
| 70229 - Management consultancy activities other than financial management | 18 | 17,765 |
| 7414 - Business & management consultancy | 12 | 13,034 |
| 35110 - Production of electricity | 12 | 671 |
| 62090 - Other information technology service activities | 10 | 7,493 |
| 82990 - Other business support service activities not elsewhere classified | 10 | 32,483 |
| 9999 - Dormant Company | 10 | 20,199 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 10 | 8,671 |
| 74990 - Non-trading company | 9 | 8,929 |
| 99999 - Dormant Company | 9 | 21,846 |
| 62020 - Information technology consultancy activities | 8 | 12,072 |
| 68209 - Other letting and operating of own or leased real estate | 7 | 4,082 |
| 43999 - Other specialised construction activities not elsewhere classified | 7 | 3,342 |
| 86900 - Other human health activities | 7 | 4,457 |
| 7499 - Non-trading company | 6 | 9,957 |
| 41100 - Development of building projects | 6 | 4,331 |
| 45200 - Maintenance and repair of motor vehicles | 6 | 2,452 |
| 68100 - Buying and selling of own real estate | 5 | 2,749 |
| 96090 - Other service activities not elsewhere classified | 5 | 11,768 |