

Eastbourne

2011 annual business confidence report



headlines

- December 2011 saw a new record in company registrations in Eastbourne when compared to any previous December.
- December 2011 saw a new record in company closures in Eastbourne when compared to any previous December.

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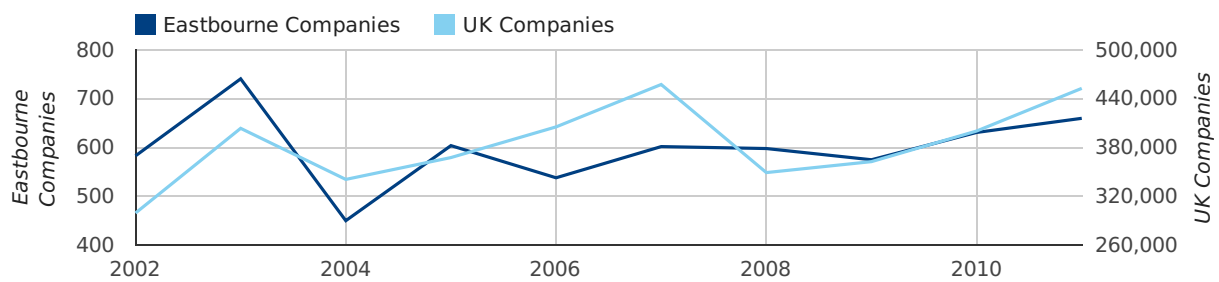
sic data

Annual Data (2011)

A total of 660 companies were formed in Eastbourne in 2011. This total is 4.6% higher than in 2010 and compares favourably to the UK figure of a 13.1% growth compared to 400,358 the previous year.

| YEAR | EASTBOURNE | UK |
|-------------|------------|----------------|
| 2011 | 660 | 452,870 |
| 2010 | 631 | 400,358 |
| 2009 | 575 | 362,675 |
| 2008 | 598 | 349,203 |
| 2007 | 602 | 457,649 |
| RECORD YEAR | 2003 (741) | 2007 (457,649) |

new companies by year



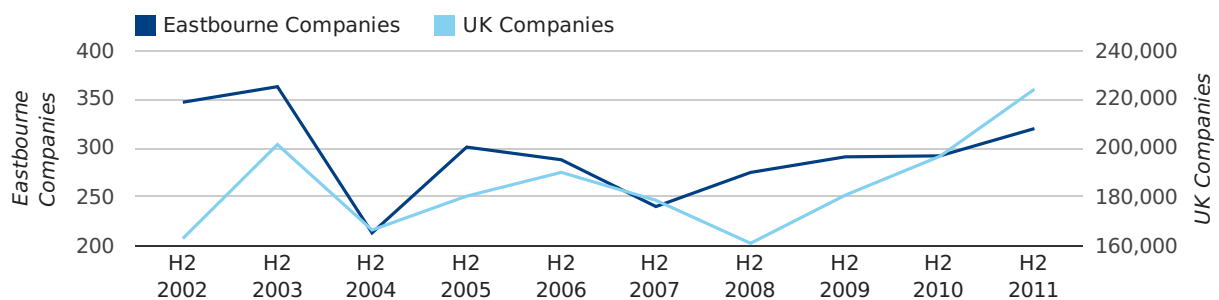
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 320 companies were formed in Eastbourne. This figure is 9.6% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Eastbourne occurred in 2003 when a total of 363 were formed.

| HALF YEAR (JUL-DEC) | EASTBOURNE | UK |
|---------------------|------------|----------------|
| 2011 | 320 | 224,135 |
| 2010 | 292 | 196,609 |
| % CHANGE | 9.6% | 14.0% |
| RECORD YEAR | 2003 (363) | 2011 (224,135) |

new companies by half year



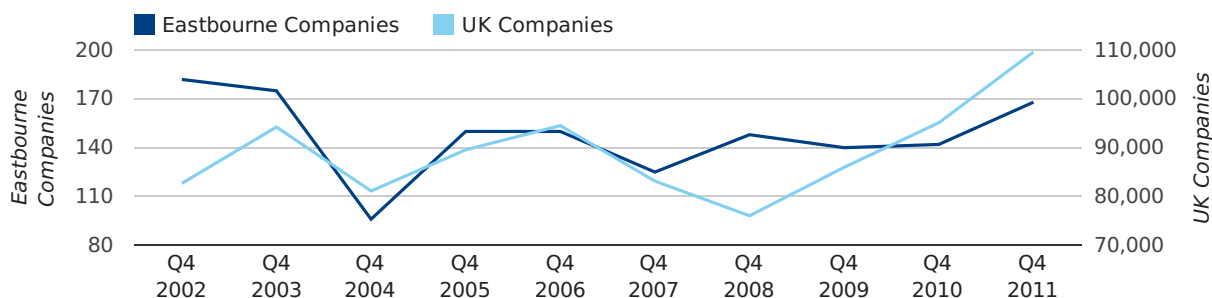
Quarterly Data (Q4 Oct-Dec 2011)

A total of 168 companies were registered in Eastbourne during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 18.3% versus the same period last year (Q4 2010). This figure compares equally 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) | EASTBOURNE | UK |
|--------------------------------------|------------|----------------|
| 2011 | 168 | 109,623 |
| 2010 | 142 | 95,117 |
| % CHANGE | 18.3% | 15.3% |
| RECORD YEAR | 2002 (182) | 2011 (109,623) |

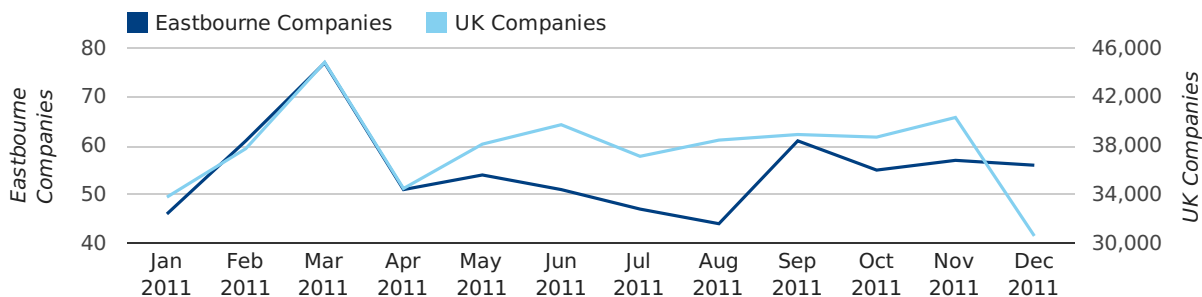
new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

new companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 55 | 57 | 56 |
| NEW COMPANIES IN 2010 | 51 | 55 | 36 |
| % CHANGE | 7.8% | 3.6% | 55.6% |
| RECORD YEAR | 2003 (83) | 2002 (60) | 2011 (56) |

Annual Data (2011)

A total of 453 companies were dissolved in Eastbourne in 2011. This total is 13.5% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

| YEAR | EASTBOURNE | UK |
|-------------|------------|----------------|
| 2011 | 453 | 314,523 |
| 2010 | 524 | 342,232 |
| 2009 | 652 | 533,773 |
| 2008 | 280 | 237,901 |
| 2007 | 319 | 220,295 |
| RECORD YEAR | 2009 (652) | 2009 (533,773) |

dissolved companies by year



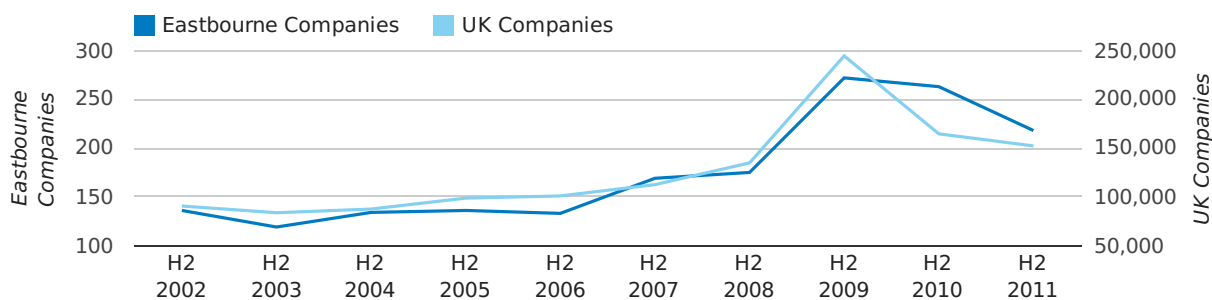
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 218 companies were dissolved in Eastbourne. This figure is 17.1% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Eastbourne occurred in 2009 when a total of 272 were closed.

| HALF YEAR (JUL-DEC) | EASTBOURNE | UK |
|---------------------|------------|----------------|
| 2011 | 218 | 152,213 |
| 2010 | 263 | 164,601 |
| % CHANGE | -17.1% | -7.5% |
| RECORD YEAR | 2009 (272) | 2009 (244,537) |

dissolved companies by half year



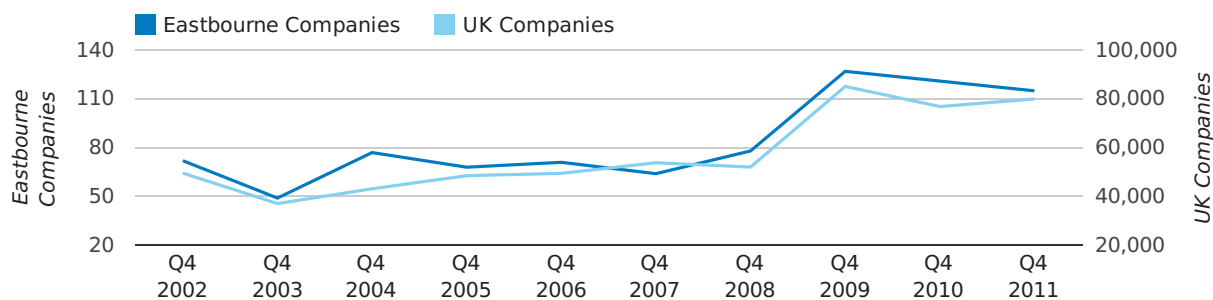
Quarterly Data (Q4 Oct-Dec 2011)

A total of 115 companies were dissolved in Eastbourne during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is a decrease of 5.0% 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) | EASTBOURNE | UK |
|--------------------------------------|------------|---------------|
| 2011 | 115 | 79,983 |
| 2010 | 121 | 76,896 |
| % CHANGE | -5.0% | 4.0% |
| RECORD YEAR | 2009 (127) | 2009 (85,136) |

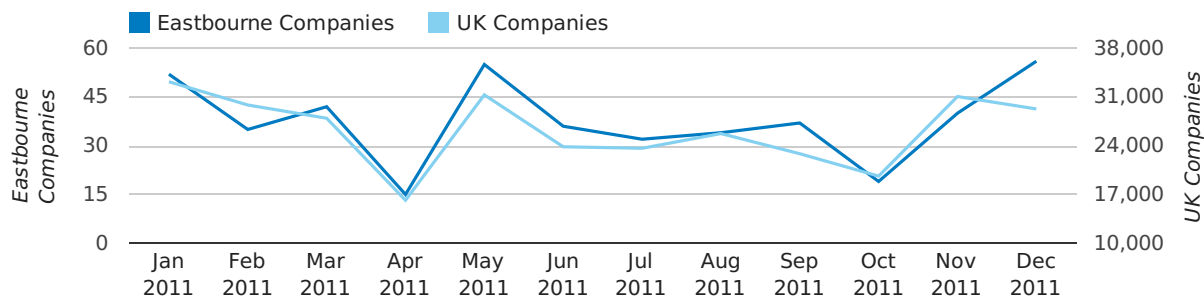
dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

December 2011 saw a new record in company closures in Eastbourne when compared to any previous December.

dissolved companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 19 | 40 | 56 |
| CLOSED COMPANIES IN 2010 | 40 | 49 | 32 |
| % CHANGE | -52.5% | -18.4% | 75% |
| RECORD YEAR | 2009 (50) | 2010 (49) | 2011 (56) |

Annual Data (2011)

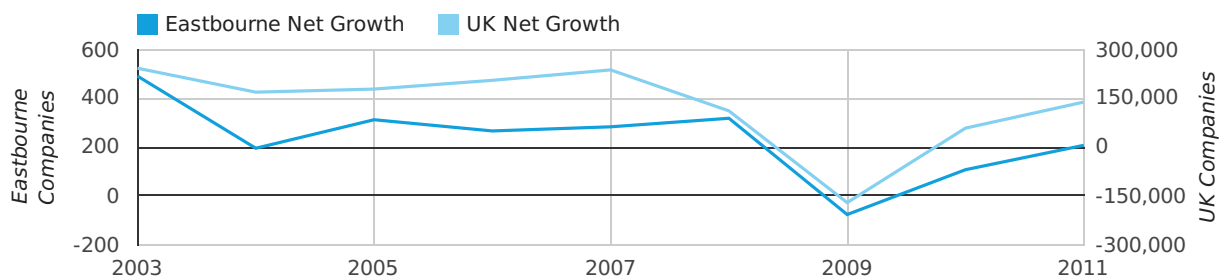
A total of 207 companies were added to the company register for Eastbourne in 2011. This number represents growth of 32.8% which compares unfavourably to the UK figure of 34.6%.

This number is 100 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2003 when the Eastbourne company register grew by 491 companies.

| YEAR | EASTBOURNE | UK |
|-------------|------------|----------------|
| 2011 | 207 | 138,347 |
| 2010 | 107 | 58,126 |
| 2009 | -77 | -171,098 |
| 2008 | 318 | 111,302 |
| 2007 | 283 | 237,354 |
| RECORD YEAR | 2003 (491) | 2003 (242,543) |

net growth by year

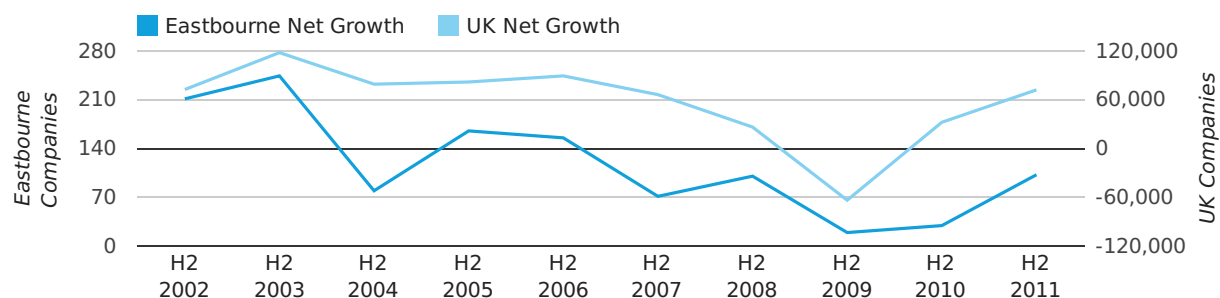


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Eastbourne increased by 102 companies. This figure is 251.7% higher than last year, which compares well to a UK increase of 124.7%.

| HALF YEAR (JUL-DEC) | EASTBOURNE | UK |
|---------------------|------------|----------------|
| 2011 | 102 | 71,922 |
| 2010 | 29 | 32,008 |
| % CHANGE | 251.7% | 124.7% |
| RECORD YEAR | 2003 (244) | 2003 (117,772) |

net growth by half year



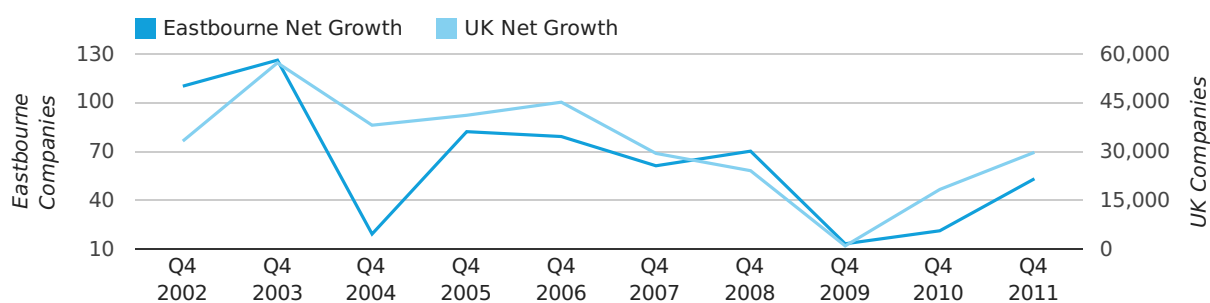
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Eastbourne during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 53 companies.

This represents an increase of 152.4% on the same period last year.

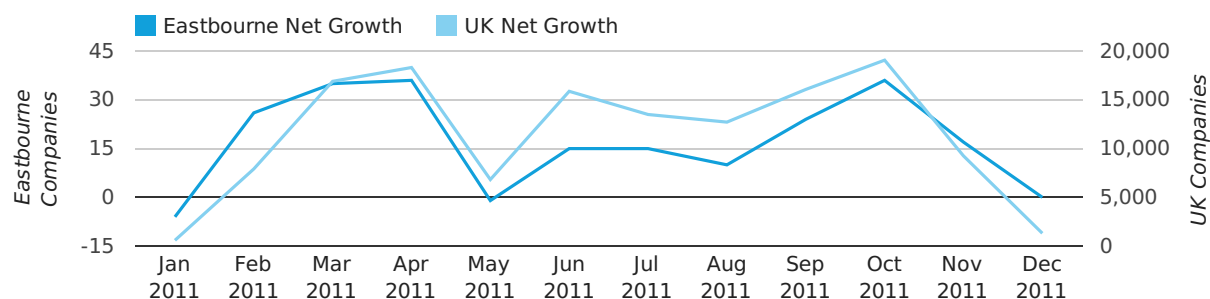
| FOURTH QUARTER (OCT 2011 - DEC 2011) | EASTBOURNE | UK |
|--------------------------------------|------------|---------------|
| 2011 | 53 | 29,640 |
| 2010 | 21 | 18,221 |
| % CHANGE | 152.4% | 62.7% |
| RECORD YEAR | 2003 (126) | 2003 (57,175) |

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



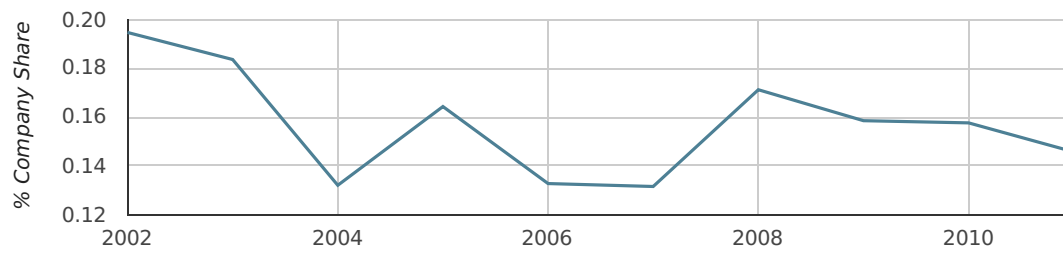
| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 36 | 17 | 0 |
| NET GROWTH IN 2010 | 11 | 6 | 4 |
| % CHANGE | 227.3% | 183.3% | -100.0% |
| RECORD YEAR | 2003 (69) | 2002 (34) | 2002 (37) |

Annual Data (2011)

In 2011 Eastbourne formed 0.1% of all UK companies. This is a decline on 2010 when Eastbourne was responsible for 0.2% of all UK companies.

| YEAR | EASTBOURNE |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.2% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1969 (0.2%) |

company share by year

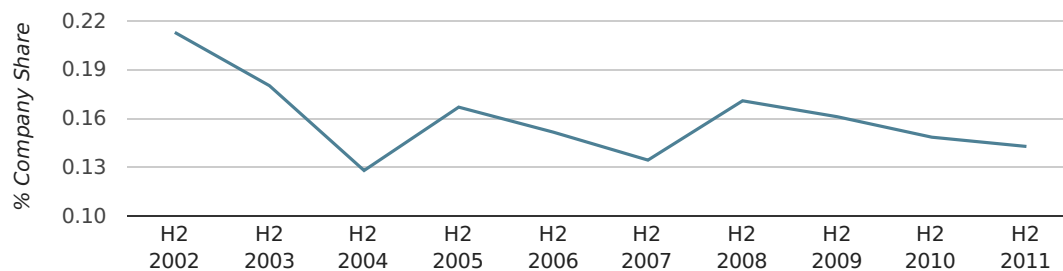


Half Year Data (Jul-Dec 2011)

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

| HALF YEAR (JUL-DEC) | EASTBOURNE |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1971 (0.2%) |

company share by half year

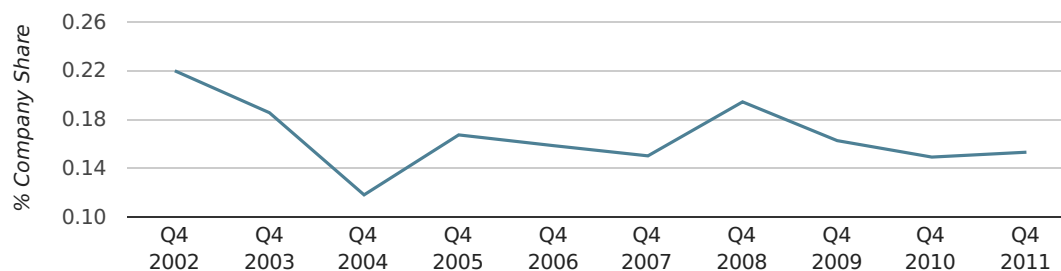


Quarterly Data (Q4 Oct-Dec 2011)

In the fourth quarter of 2011, Eastbourne formed 0.2% of all UK companies.

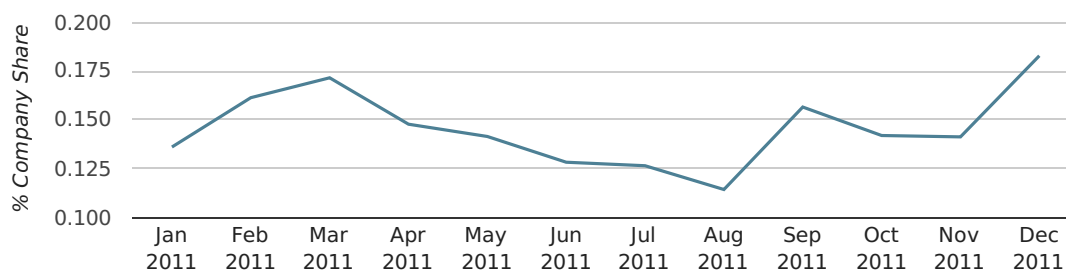
| FOURTH QUARTER (OCT 2011 - DEC 2011) | EASTBOURNE |
|--------------------------------------|-------------|
| 2011 | 0.2% |
| 2010 | 0.1% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.2% |
| RECORD YEAR (SINCE 1960) | 1960 (0.3%) |

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% | 0.2% |
| UK FORMATION SHARE IN 2010 | 0.2% | 0.2% | 0.1% |
| % CHANGE | -6.3% | -11.7% | 37.9% |
| RECORD YEAR | 1960 (0.8%) | 1974 (0.4%) | 1965 (0.4%) |

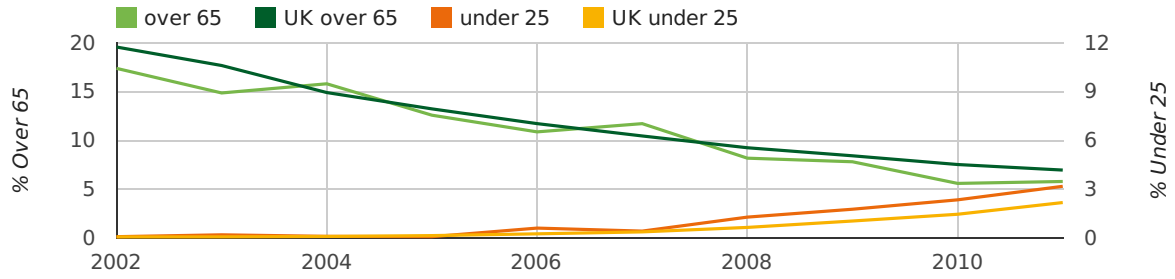
Annual Data (2011)

The average age of a director in 2011 was 45.3.

The percentage of directors under the age of 25 was 3.2% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 5.8% compared to the UK figure of 4.2%.

director age by year



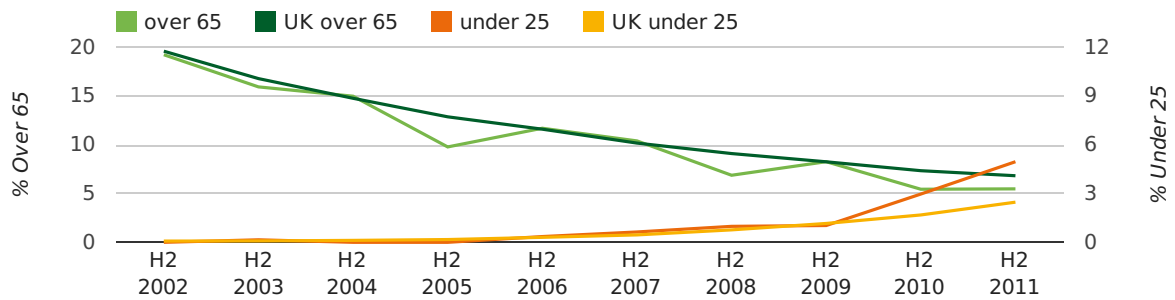
Half Year Data (Jul-Dec 2011)

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 5.0% 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



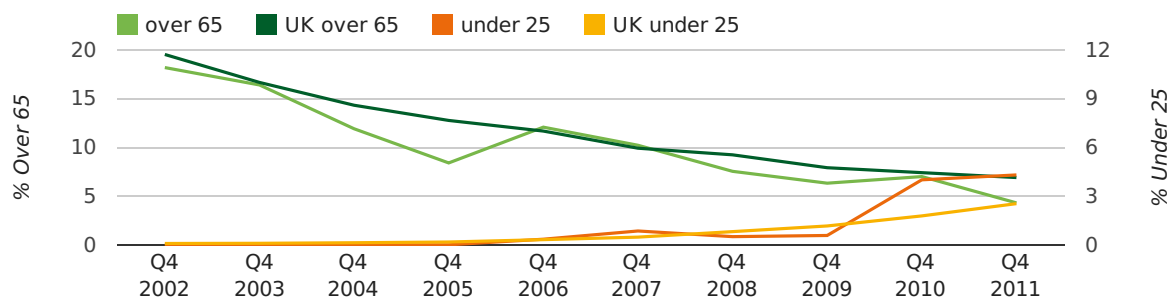
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 45.6.

The percentage of directors under the age of 25 was 4.3% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 4.3% compared to the UK figure of 4.1%.

director age by quarter

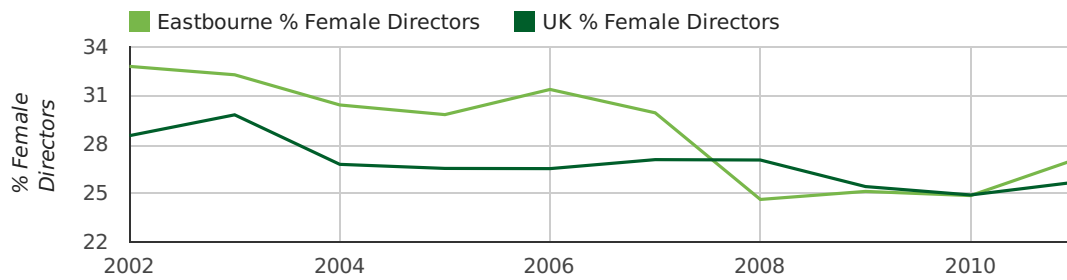


Annual Data (2011)

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

The percentage of female directors in Eastbourne in 2011 was 32.8%. The average for the UK during this time was 28.6%

director gender by year

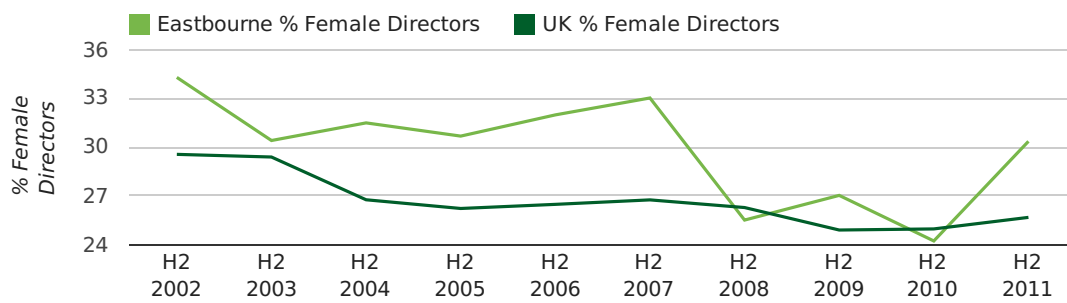


Half Year Data (Jul-Dec 2011)

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

30.4% of all director appointments in Eastbourne 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

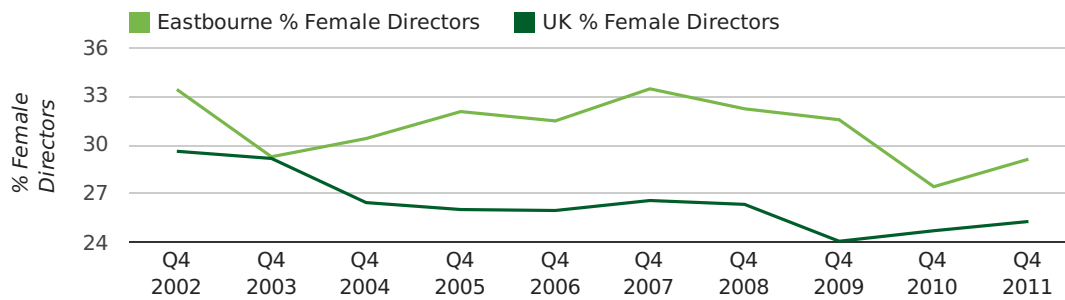


Quarterly Data (Q4 Oct-Dec 2011)

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

29.1% of all director appointments in Eastbourne 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 |
|--------------|------------|--------------|---------------|
| MANAGEMENT | 1.51% | CONSULTING | 5.07% |
| CONSULTING | 1.51% | MANAGEMENT | 4.74% |
| CONSTRUCTION | 1.24% | CONSULTANCY | 3.26% |
| (EASTBOURNE) | 1.15% | PROPERTY | 2.37% |
| SUSSEX | 0.98% | TRADING | 2.07% |
| SYSTEMS | 0.89% | DESIGN | 1.92% |
| EASTBOURNE | 0.80% | ASSOCIATES | 1.86% |
| CENTRE | 0.80% | ENGINEERING | 1.78% |
| EAST | 0.71% | BUSINESS | 1.78% |
| ROAD | 0.71% | CONSULTANTS | 1.76% |
| PROPERTY | 0.71% | CONSTRUCTION | 1.73% |
| S | 0.62% | MEDIA | 1.71% |
| DR | 0.62% | LONDON | 1.63% |
| SOUTH | 0.62% | J | 1.51% |
| TRAINING | 0.62% | INVESTMENTS | 1.48% |
| CONSULTANCY | 0.53% | GLOBAL | 1.46% |
| HOUSE | 0.53% | IT | 1.41% |
| DENTAL | 0.53% | CARE | 1.39% |
| DEVELOPMENTS | 0.53% | PROPERTIES | 1.29% |
| CLEANING | 0.44% | ELECTRICAL | 1.29% |
| BUSINESS | 0.44% | M | 1.27% |
| SOLAR | 0.44% | BUILDING | 1.26% |
| SAFETY | 0.44% | ENERGY | 1.25% |
| RECRUITMENT | 0.44% | S | 1.20% |
| ASSOCIATES | 0.44% | ENTERPRISES | 1.20% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 268 | 205,525 |
| 7487 - Other business activities | 75 | 57,052 |
| 82990 - Other business support service activities not elsewhere classified | 70 | 32,483 |
| 9999 - Dormant Company | 32 | 20,199 |
| 99999 - Dormant Company | 29 | 21,846 |
| 70229 - Management consultancy activities other than financial management | 26 | 17,765 |
| 86900 - Other human health activities | 22 | 4,457 |
| 86230 - Dental practice activities | 21 | 1,598 |
| 96090 - Other service activities not elsewhere classified | 19 | 11,768 |
| 5530 - Restaurants | 16 | 5,013 |
| 98000 - Residents property management | 16 | 2,874 |
| 74990 - Non-trading company | 15 | 8,929 |
| 7499 - Non-trading company | 14 | 9,957 |
| 7260 - Other computer related activities | 14 | 7,667 |
| 62090 - Other information technology service activities | 13 | 7,493 |
| 68100 - Buying and selling of own real estate | 13 | 2,749 |
| 66120 - Security and commodity contracts dealing activities | 13 | 122 |
| 9305 - Other service activities | 12 | 9,492 |
| 4534 - Other building installation | 11 | 2,091 |
| 43210 - Electrical installation | 11 | 3,175 |