

Grays

2011 annual business confidence report



headlines

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

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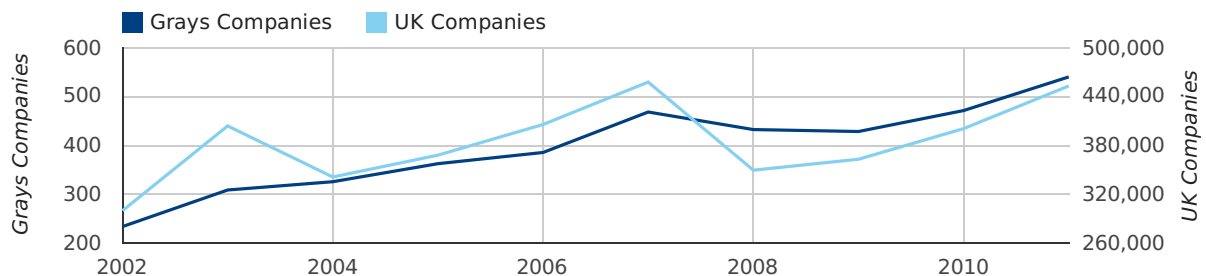
Annual Data (2011)

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

A total of 540 companies were formed in Grays in 2011. This total is 14.6% higher than in 2010 and compares equally to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	GRAYS	UK
2011	540	452,870
2010	471	400,358
2009	428	362,675
2008	432	349,203
2007	468	457,649
RECORD YEAR	2011 (540)	2007 (457,649)

new companies by year



Half Year Data (Jul-Dec 2011)

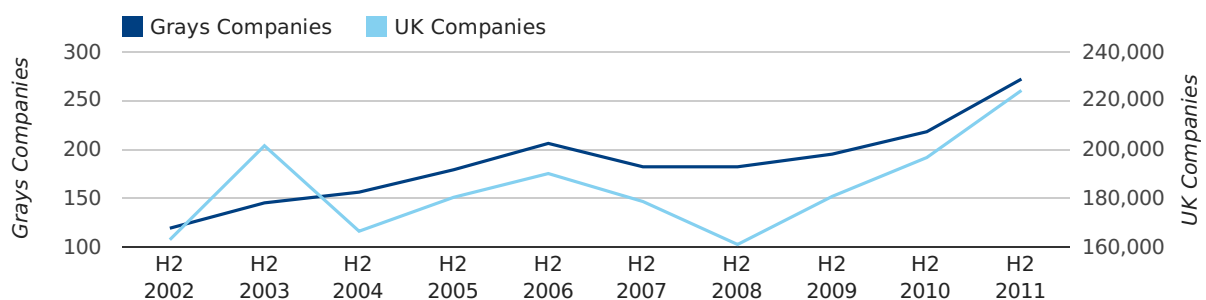
The second half of 2011 saw a new record in company registrations in Grays when compared to any previous second half year.

In the second half of 2011 a total of 272 companies were formed in Grays. This figure is 24.8% higher than last year, which compares well to the UK wide figure of 14.0%.

The highest total for a second half year in Grays occurred in 2011 when a total of 272 were formed.

HALF YEAR (JUL-DEC)	GRAYS	UK
2011	272	224,135
2010	218	196,609
% CHANGE	24.8%	14.0%
RECORD YEAR	2011 (272)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

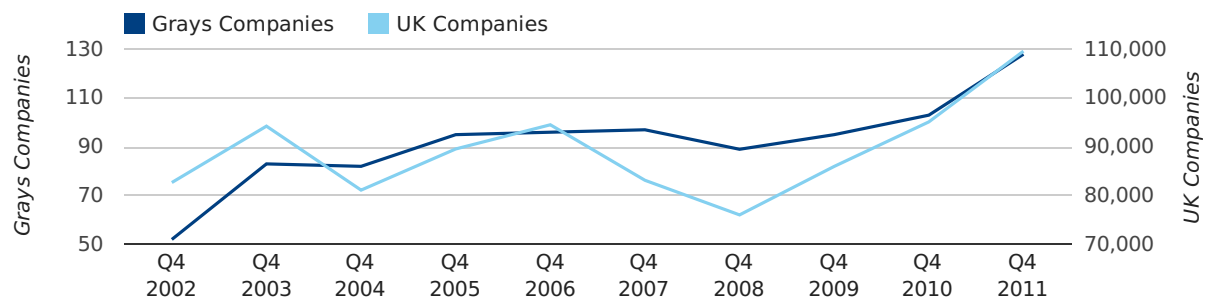
Q4 2011 saw a new record in company registrations in Grays when compared to any previous Q4.

A total of 128 companies were registered in Grays during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 24.3% 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)	GRAYS	UK
2011	128	109,623
2010	103	95,117
% CHANGE	24.3%	15.3%
RECORD YEAR	2011 (128)	2011 (109,623)

new companies by quarter

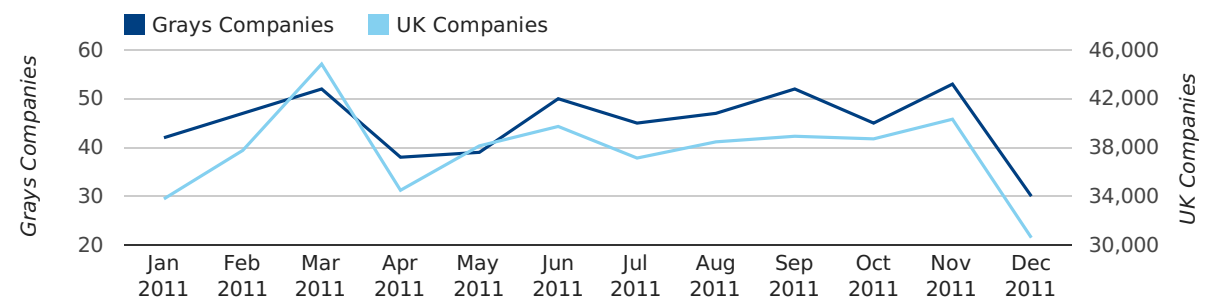


Monthly Data (Oct, Nov & Dec 2011)

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

October 2011 saw a new record in company registrations in Grays when compared to any previous October.

new companies by month



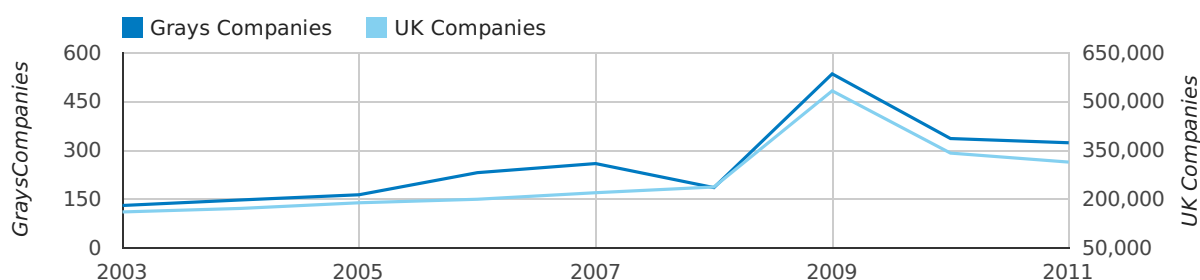
	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	45	53	30
NEW COMPANIES IN 2010	34	42	27
% CHANGE	32.4%	26.2%	11.1%
RECORD YEAR	2011 (45)	2011 (53)	2007 (33)

Annual Data (2011)

A total of 324 companies were dissolved in Grays in 2011. This total is 3.9% lower than in 2010 and compares favourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	GRAYS	UK
2011	324	314,523
2010	337	342,232
2009	536	533,773
2008	186	237,901
2007	260	220,295
RECORD YEAR	2009 (536)	2009 (533,773)

dissolved companies by year



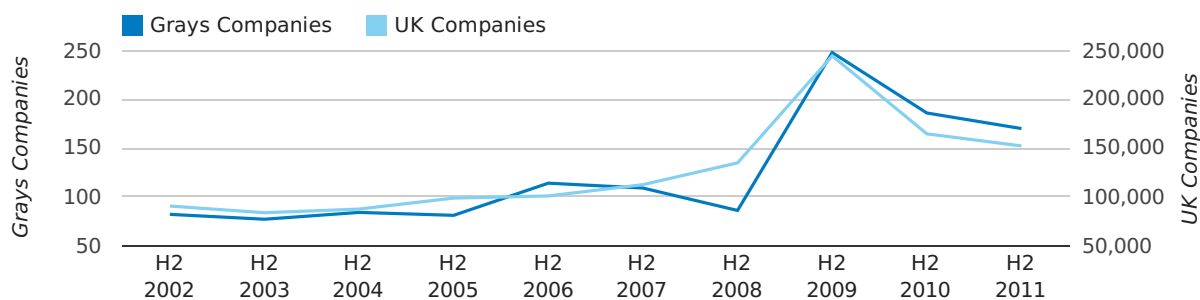
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 170 companies were dissolved in Grays. This figure is 8.6% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Grays occurred in 2009 when a total of 248 were closed.

HALF YEAR (JUL-DEC)	GRAYS	UK
2011	170	152,213
2010	186	164,601
% CHANGE	-8.6%	-7.5%
RECORD YEAR	2009 (248)	2009 (244,537)

dissolved companies by half year



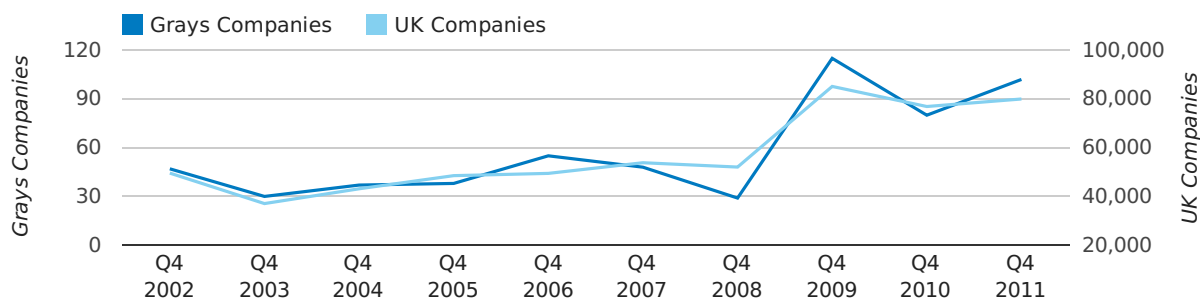
Quarterly Data (Q4 Oct-Dec 2011)

A total of 102 companies were dissolved in Grays during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 27.5% 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)	GRAYS	UK
2011	102	79,983
2010	80	76,896
% CHANGE	27.5%	4.0%
RECORD YEAR	2009 (115)	2009 (85,136)

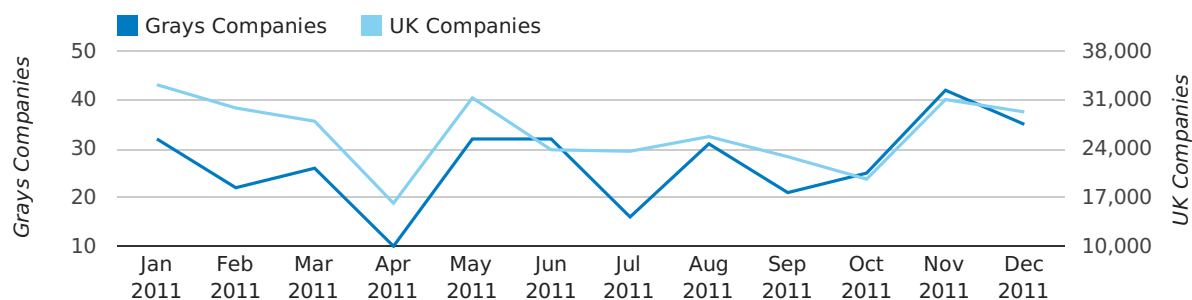
dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	25	42	35
CLOSED COMPANIES IN 2010	30	34	16
% CHANGE	-16.7%	23.5%	119%
RECORD YEAR	2009 (34)	2009 (51)	2011 (35)

Annual Data (2011)

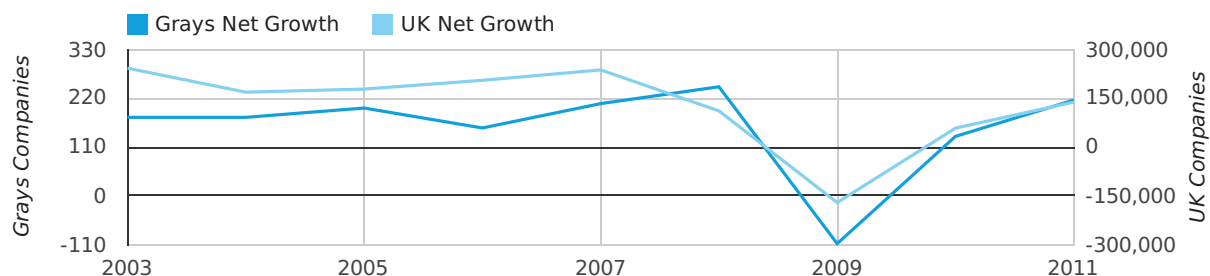
A total of 216 companies were added to the company register for Grays in 2011. This number represents growth of 45.9% which compares favourably to the UK figure of 34.6%.

This number is 82 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2008 when the Grays company register grew by 246 companies.

YEAR	GRAYS	UK
2011	216	138,347
2010	134	58,126
2009	-108	-171,098
2008	246	111,302
2007	208	237,354
RECORD YEAR	2008 (246)	2003 (242,543)

net growth by year



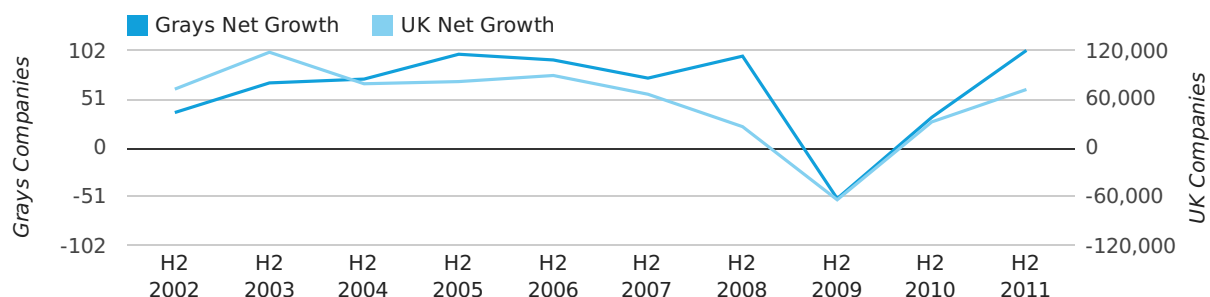
Half Year Data (Jul-Dec 2011)

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

In the second half of 2011 the company register for Grays increased by 102 companies. This figure is 218.8% higher than last year, which compares well to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	GRAYS	UK
2011	102	71,922
2010	32	32,008
% CHANGE	218.8%	124.7%
RECORD YEAR	2011 (102)	2003 (117,772)

net growth by half year



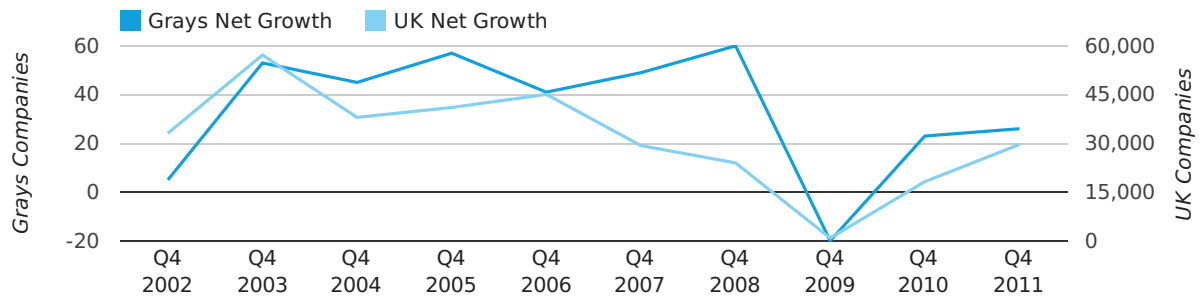
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Grays during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 26 companies.

This represents an increase of 13.0% on the same period last year.

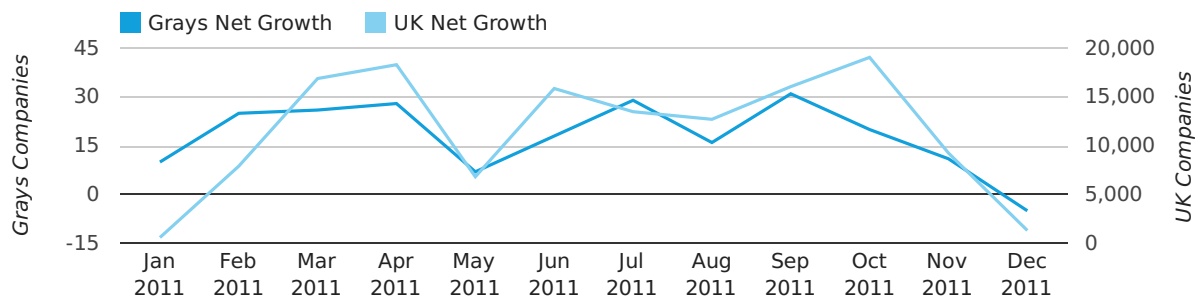
FOURTH QUARTER (OCT 2011 - DEC 2011)	GRAYS	UK
2011	26	29,640
2010	23	18,221
% CHANGE	13.0%	62.7%
RECORD YEAR	2008 (60)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



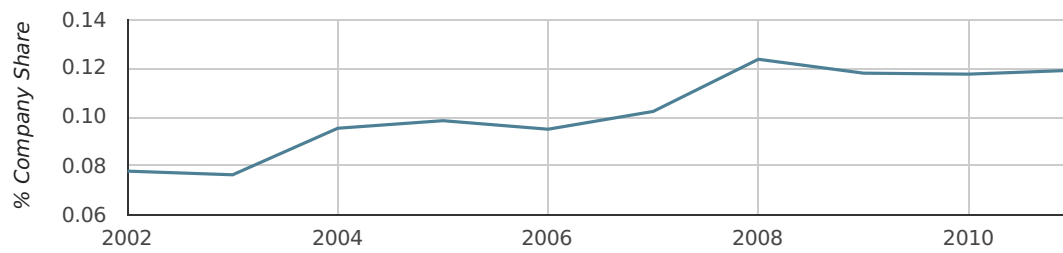
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	20	11	-5
NET GROWTH IN 2010	4	8	11
% CHANGE	400.0%	37.5%	-145.5%
RECORD YEAR	2008 (25)	2004 (32)	2007 (25)

Annual Data (2011)

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

YEAR	GRAYS
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	2008 (0.1%)

company share by year

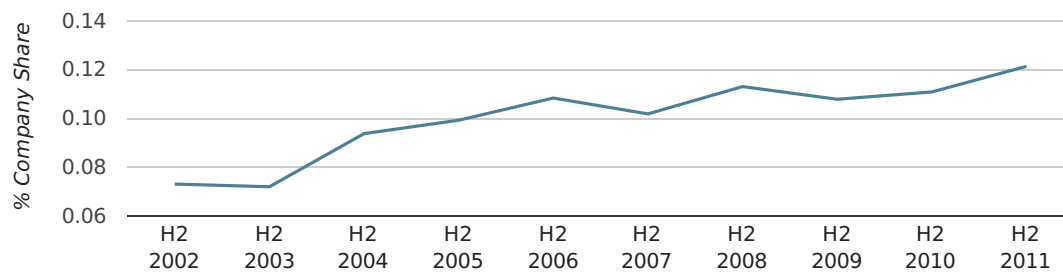


Half Year Data (Jul-Dec 2011)

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

HALF YEAR (JUL-DEC)	GRAYS
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1964 (0.1%)

company share by half year

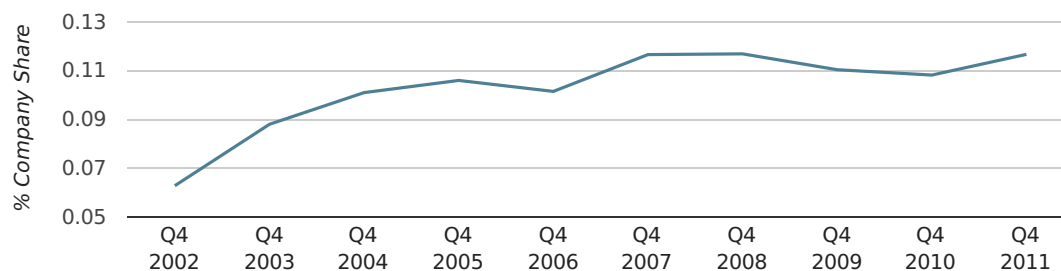


Quarterly Data (Q4 Oct-Dec 2011)

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

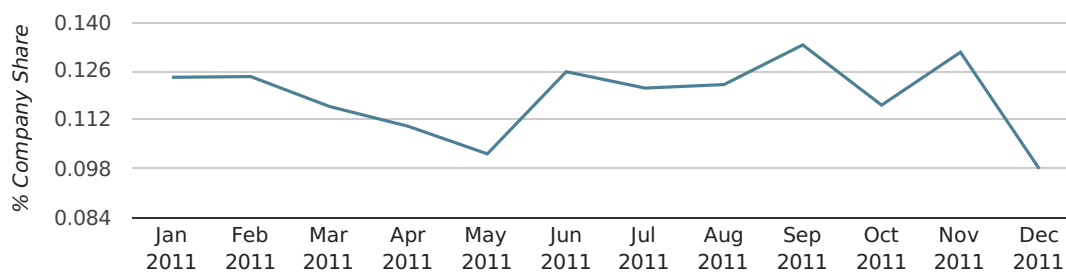
FOURTH QUARTER (OCT 2011 - DEC 2011)	GRAYS
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1968 (0.2%)

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	15.0%	7.5%	-1.5%
RECORD YEAR	1973 (0.2%)	1964 (0.3%)	1968 (0.4%)

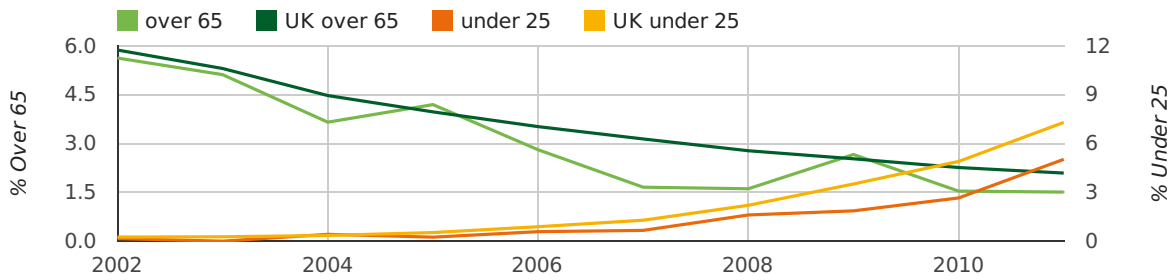
Annual Data (2011)

The average age of a director in 2011 was 40.4.

The percentage of directors under the age of 25 was 5.0% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 1.5% compared to the UK figure of 4.2%.

director age by year



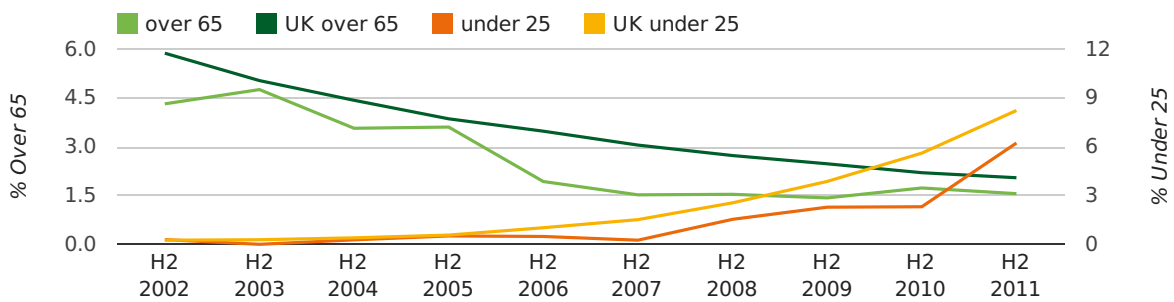
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 40.3.

The percentage of directors under the age of 25 was 6.2% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 1.6% compared to the UK figure of 4.1%.

director age by half year



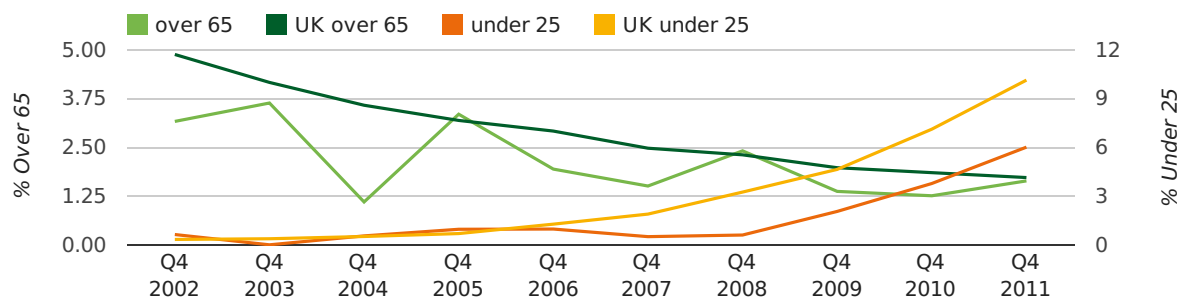
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 41.2.

The percentage of directors under the age of 25 was 6.0% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 1.6% compared to the UK figure of 4.1%.

director age by quarter

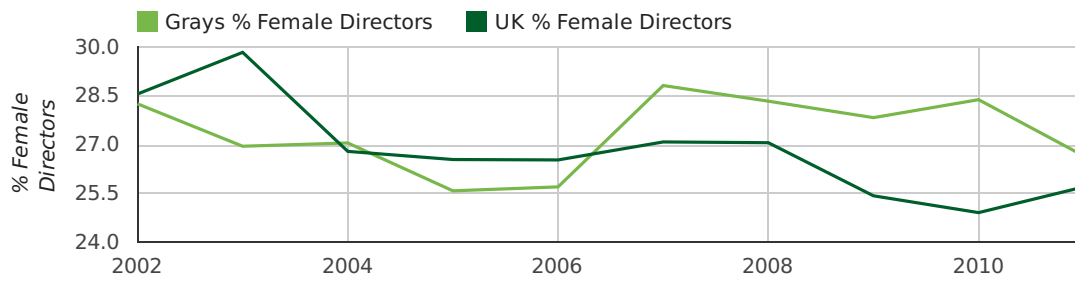


Annual Data (2011)

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

The percentage of female directors in Grays in 2011 was 28.3%. The average for the UK during this time was 28.6%

director gender by year

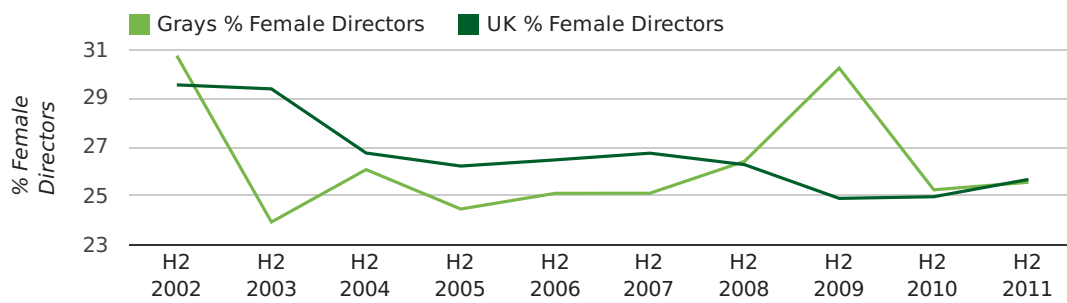


Half Year Data (Jul-Dec 2011)

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

25.6% of all director appointments in Grays 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

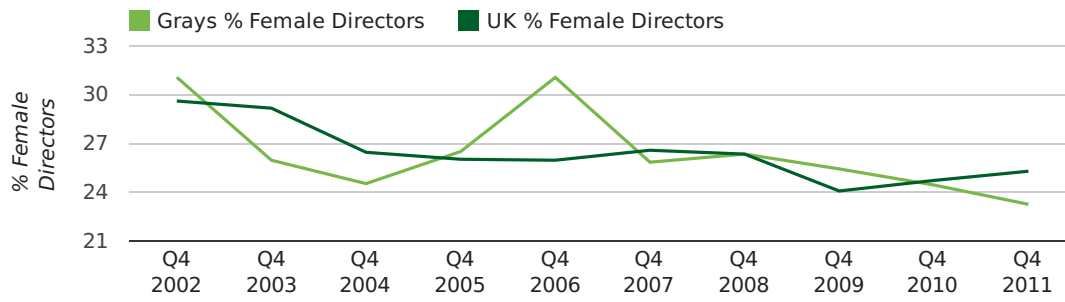


Quarterly Data (Q4 Oct-Dec 2011)

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

23.3% of all director appointments in Grays 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
CONSULTANCY	1.92%	CONSULTING	5.07%
CONSULTING	1.47%	MANAGEMENT	4.74%
TRADING	1.13%	CONSULTANCY	3.26%
MANAGEMENT	0.90%	PROPERTY	2.37%
S	0.90%	TRADING	2.07%
ELECTRICAL	0.79%	DESIGN	1.92%
CLEANING	0.79%	ASSOCIATES	1.86%
TRANSPORT	0.79%	ENGINEERING	1.78%
CHAFFORD	0.68%	BUSINESS	1.78%
GLOBAL	0.68%	CONSULTANTS	1.76%
LOGISTICS	0.56%	CONSTRUCTION	1.73%
CARE	0.56%	MEDIA	1.71%
BUILDING	0.56%	LONDON	1.63%
MEDIA	0.45%	J	1.51%
GROUP	0.45%	INVESTMENTS	1.48%
CO	0.45%	GLOBAL	1.46%
EVENTS	0.45%	IT	1.41%
DESIGN	0.45%	CARE	1.39%
PROPERTY	0.45%	PROPERTIES	1.29%
P	0.45%	ELECTRICAL	1.29%
CONSULTANTS	0.45%	M	1.27%
COMMUNITY	0.45%	BUILDING	1.26%
M	0.45%	ENERGY	1.25%
IT	0.45%	S	1.20%
TECHNICAL	0.34%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	260	205,525
7487 - Other business activities	65	57,052
82990 - Other business support service activities not elsewhere classified	37	32,483
74909 - Other professional, scientific and technical activities not elsewhere classified	27	8,671
70229 - Management consultancy activities other than financial management	24	17,765
7414 - Business & management consultancy	21	13,034
96090 - Other service activities not elsewhere classified	17	11,768
9999 - Dormant Company	16	20,199
9305 - Other service activities	14	9,492
7222 - Other software consultancy and supply	13	7,398
62020 - Information technology consultancy activities	13	12,072
74990 - Non-trading company	13	8,929
49410 - Freight transport by road	12	2,392
7260 - Other computer related activities	11	7,667
99999 - Dormant Company	11	21,846
7499 - Non-trading company	10	9,957
86101 - Hospital activities	10	1,216
43999 - Other specialised construction activities not elsewhere classified	8	3,342
4521 - General construction & civil engineering	7	5,558
6024 - Freight transport by road	7	2,280