Horley

2011 annual business confidence report



headlines

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

contents

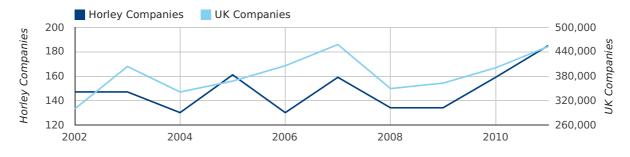
| new company registrations | |
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| closed companies (dissolved) | |
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2011 was a record year for company registrations in Horley when compared to any year in history.

A total of 185 companies were formed in Horley in 2011. This total is 16.4% higher than in 2010 and compares poorly to the UK figure of a 13.1% growth compared to 400,358 the previous year.

| YEAR | HORLEY | UK |
|-------------|------------|----------------|
| 2011 | 185 | 452,870 |
| 2010 | 159 | 400,358 |
| 2009 | 134 | 362,675 |
| 2008 | 134 | 349,203 |
| 2007 | 159 | 457,649 |
| RECORD YEAR | 2011 (185) | 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 Horley when compared to any previous second half year.

The second half of 2011 was a record second half year for company registrations in Horley when compared to any half year in history.

In the second half of 2011 a total of 96 companies were formed in Horley. This figure is 28.0% higher than last year, which compares well to the UK wide figure of 14.0%.

The highest total for a second half year in Horley occurred in 2011 when a total of 96 were formed.

| HALF YEAR (JUL-DEC) | HORLEY | UK |
|---------------------|-----------|----------------|
| 2011 | 96 | 224,135 |
| 2010 | 75 | 196,609 |
| % CHANGE | 28.0% | 14.0% |
| RECORD YEAR | 2011 (96) | 2011 (224,135) |

new companies by half year



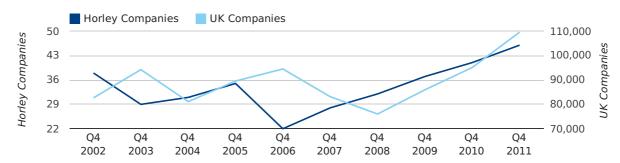
Quarterly Data (Q4 Oct-Dec 2011)

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

A total of 46 companies were registered in Horley during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 12.2% versus the same period last year (Q4 2010). This figure compares badly 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) | HORLEY | UK |
|--------------------------------------|-----------|----------------|
| 2011 | 46 | 109,623 |
| 2010 | 41 | 95,117 |
| % CHANGE | 12.2% | 15.3% |
| RECORD YEAR | 2011 (46) | 2011 (109,623) |



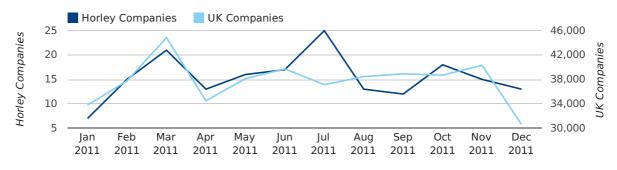
new companies by quarter

Monthly Data (Oct, Nov & Dec 2011)

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

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

new companies by month

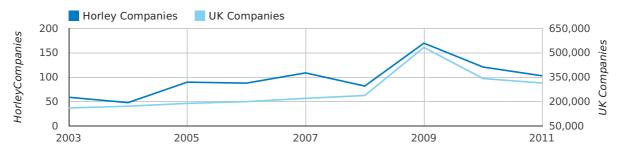


| | OCTOBER | NOVEMBER | DECEMBER |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 18 | 15 | 13 |
| NEW COMPANIES IN 2010 | 17 | 12 | 12 |
| % CHANGE | 5.9% | 25.0% | 8.3% |
| RECORD YEAR | 2011 (18) | 2002 (19) | 2011 (13) |

A total of 103 companies were dissolved in Horley in 2011. This total is 14.9% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

| YEAR | HORLEY | UK |
|-------------|------------|----------------|
| 2011 | 103 | 314,523 |
| 2010 | 121 | 342,232 |
| 2009 | 170 | 533,773 |
| 2008 | 82 | 237,901 |
| 2007 | 109 | 220,295 |
| RECORD YEAR | 2009 (170) | 2009 (533,773) |

dissolved companies by year



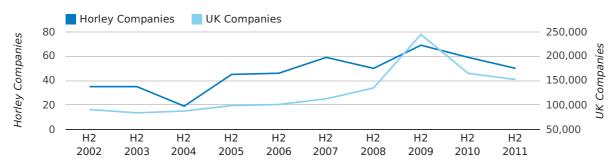
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 50 companies were dissolved in Horley. This figure is 15.3% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Horley occurred in 2009 when a total of 69 were closed.

| HALF YEAR (JUL-DEC) | HORLEY | UK |
|---------------------|-----------|----------------|
| 2011 | 50 | 152,213 |
| 2010 | 59 | 164,601 |
| % CHANGE | -15.3% | -7.5% |
| RECORD YEAR | 2009 (69) | 2009 (244,537) |

dissolved companies by half year

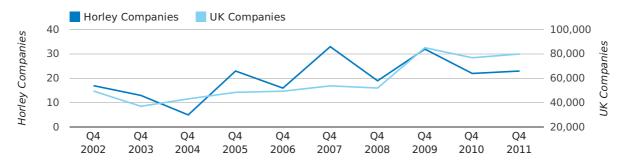


A total of 23 companies were dissolved in Horley during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

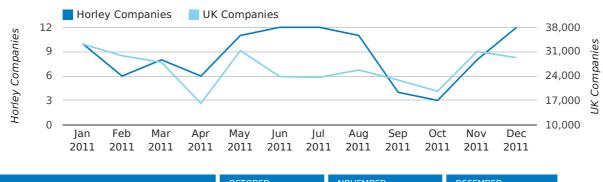
This figure is an increase of 4.5% versus the same period last year (Q4 2010). This figure compares poorly to the UK as a whole, which saw an increase of 4.0% against the same period last year.

| FOURTH QUARTER (OCT 2011 - DEC 2011) | HORLEY | UK |
|--------------------------------------|-----------|---------------|
| 2011 | 23 | 79,983 |
| 2010 | 22 | 76,896 |
| % CHANGE | 4.5% | 4.0% |
| RECORD YEAR | 2007 (33) | 2009 (85,136) |

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)



dissolved companies by month

| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 3 | 8 | 12 |
| CLOSED COMPANIES IN 2010 | 6 | 9 | 7 |
| % CHANGE | -50.0% | -11.1% | 71% |
| RECORD YEAR | 2007 (18) | 2005 (14) | 2009 (14) |

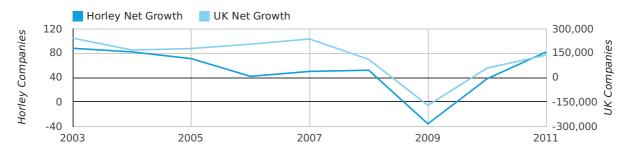
A total of 82 companies were added to the company register for Horley in 2011. This number represents growth of 51.6% which compares favourably to the UK figure of 34.6%.

This number is 44 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 1998 when the Horley company register grew by 89 companies.

| YEAR | HORLEY | UK |
|-------------|-----------|----------------|
| 2011 | 82 | 138,347 |
| 2010 | 38 | 58,126 |
| 2009 | -36 | -171,098 |
| 2008 | 52 | 111,302 |
| 2007 | 50 | 237,354 |
| RECORD YEAR | 1998 (89) | 2003 (242,543) |

net growth by year



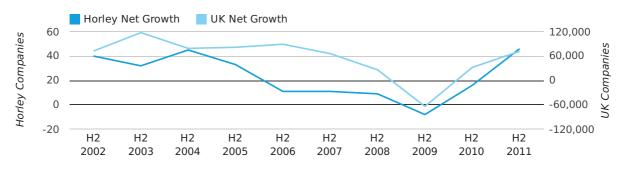
Half Year Data (Jul-Dec 2011)

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

In the second half of 2011 the company register for Horley increased by 46 companies. This figure is 187.5% higher than last year, which compares well to a UK increase of 124.7%.

| HALF YEAR (JUL-DEC) | HORLEY | UK |
|---------------------|-----------|----------------|
| 2011 | 46 | 71,922 |
| 2010 | 16 | 32,008 |
| % CHANGE | 187.5% | 124.7% |
| RECORD YEAR | 2011 (46) | 2003 (117,772) |

net growth by half year

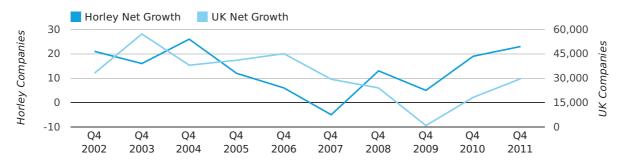


Net company growth for Horley during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 23 companies.

This represents an increase of 21.1% on the same period last year.

| FOURTH QUARTER (OCT 2011 - DEC 2011) | HORLEY | UK |
|--------------------------------------|-----------|---------------|
| 2011 | 23 | 29,640 |
| 2010 | 19 | 18,221 |
| % CHANGE | 21.1% | 62.7% |
| RECORD YEAR | 1998 (30) | 2003 (57,175) |

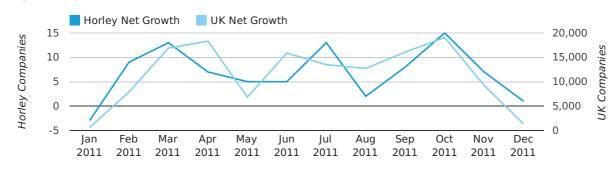
net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

October 2011 saw a new record in net growth in Horley when compared to any previous October.

net growth by month

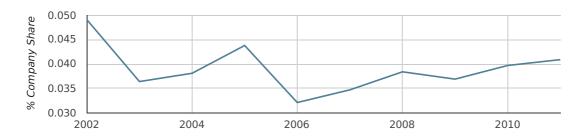


| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 15 | 7 | 1 |
| NET GROWTH IN 2010 | 11 | 3 | 5 |
| % CHANGE | 36.4% | 133.3% | -80.0% |
| RECORD YEAR | 2011 (15) | 2004 (16) | 1998 (11) |

In 2011 Horley formed 0.0% of all UK companies. This is no change on 2010 when Horley was responsible for 0.0% of all UK companies.

| YEAR | HORLEY |
|--------------------------|-------------|
| 2011 | 0.0% |
| 2010 | 0.0% |
| 2009 | 0.0% |
| 2008 | 0.0% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1967 (0.1%) |

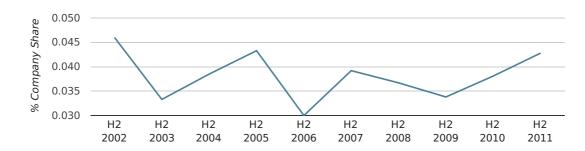
company share by year



Half Year Data (Jul-Dec 2011)

In the second half of 2011 Horley formed 0.0% of all UK companies. This is the same as the 2010 figure of 0.0%.

| HALF YEAR (JUL-DEC) | HORLEY |
|--------------------------|-------------|
| 2011 | 0.0% |
| 2010 | 0.0% |
| 2009 | 0.0% |
| 2008 | 0.0% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1963 (0.1%) |

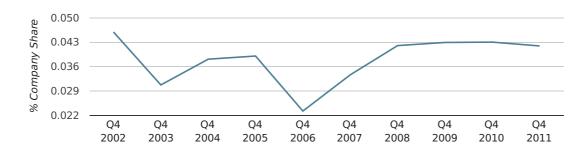


company share by half year

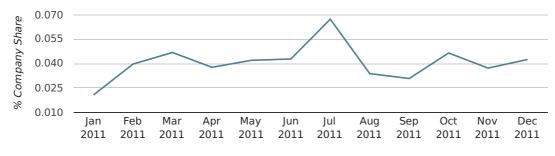
In the fourth quarter of 2011, Horley formed 0.0% of all UK companies.

| FOURTH QUARTER (OCT 2011 - DEC 2011) | HORLEY |
|--------------------------------------|-------------|
| 2011 | 0.0% |
| 2010 | 0.0% |
| 2009 | 0.0% |
| 2008 | 0.0% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1961 (0.1%) |

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)



company share by month

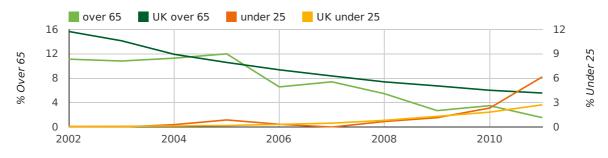
| | OCTOBER | NOVEMBER | DECEMBER |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.0% | 0.0% | 0.0% |
| UK FORMATION SHARE IN 2010 | 0.1% | 0.0% | 0.0% |
| % CHANGE | -7.9% | 6.6% | -3.8% |
| RECORD YEAR | 1974 (0.2%) | 1961 (0.2%) | 1966 (0.2%) |

The average age of a director in 2011 was 42.8.

The percentage of directors under the age of 25 was 6.2% 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 42.8.

The percentage of directors under the age of 25 was 5.1% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 2.2% compared to the UK figure of 4.1%.

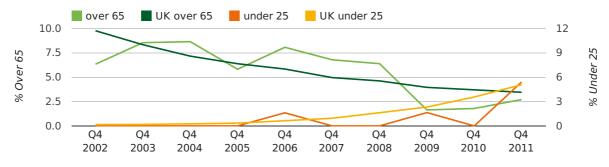


The average age of a director in the fourth quarter of 2011 was 43.0.

The percentage of directors under the age of 25 was 5.4% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 2.7% compared to the UK figure of 4.1%.

director age by quarter



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

The percentage of female directors in Horley in 2011 was 30.0%. The average for the UK during this time was 28.6%

director gender by year

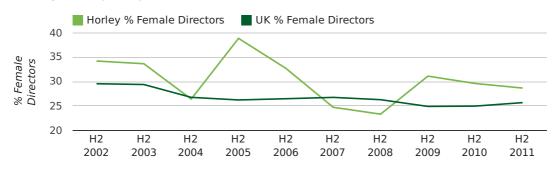


Half Year Data (Jul-Dec 2011)

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

28.7% of all director appointments in Horley in the second half of 2011 were female. This compares to a UK average of 25.7% for the same period.

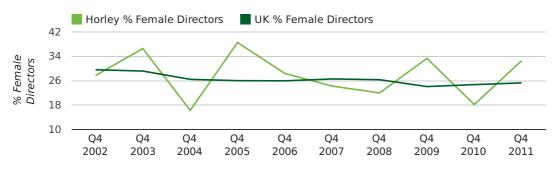
director gender by half year



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

32.6% of all director appointments in Horley 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 | 1.36% | CONSULTING | 5.07% |
| CONSULTANCY | 1.09% | MANAGEMENT | 4.74% |
| PROPERTIES | 1.09% | CONSULTANCY | 3.26% |
| PROPERTY | 1.09% | PROPERTY | 2.37% |
| GREEN | 0.82% | TRADING | 2.07% |
| SECURITY | 0.82% | DESIGN | 1.92% |
| ENERGY | 0.82% | ASSOCIATES | 1.86% |
| CLEANING | 0.82% | ENGINEERING | 1.78% |
| ISO | 0.82% | BUSINESS | 1.78% |
| IT | 0.82% | CONSULTANTS | 1.76% |
| MARKETING | 0.82% | CONSTRUCTION | 1.73% |
| CONSULTANTS | 0.82% | MEDIA | 1.71% |
| SUSSEX | 0.54% | LONDON | 1.63% |
| SURREY | 0.54% | J | 1.51% |
| LAND | 0.54% | INVESTMENTS | 1.48% |
| BLOCKADE | 0.54% | GLOBAL | 1.46% |
| PLANT | 0.54% | IT | 1.41% |
| PUBLISHING | 0.54% | CARE | 1.39% |
| LEARNING | 0.54% | PROPERTIES | 1.29% |
| TOUCH | 0.54% | ELECTRICAL | 1.29% |
| CONSULTING | 0.54% | М | 1.27% |
| HOUSE | 0.54% | BUILDING | 1.26% |
| NATURAL | 0.54% | ENERGY | 1.25% |
| HORLEY | 0.54% | S | 1.20% |
| SYSTEMS | 0.54% | ENTERPRISES | 1.20% |

sic data



Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 68 | 205,525 |
| 7487 - Other business activities | 20 | 57,052 |
| 99999 - Dormant Company | 8 | 21,846 |
| 9305 - Other service activities | 8 | 9,492 |
| 70229 - Management consultancy activities other than financial management | 7 | 17,765 |
| 62020 - Information technology consultancy activities | 6 | 12,072 |
| 96090 - Other service activities not elsewhere classified | 5 | 11,768 |
| 86900 - Other human health activities | 5 | 4,457 |
| 82990 - Other business support service activities not elsewhere classified | 5 | 32,483 |
| 5530 - Restaurants | 4 | 5,013 |
| 9999 - Dormant Company | 4 | 20,199 |
| 86101 - Hospital activities | 4 | 1,216 |
| 49410 - Freight transport by road | 4 | 2,392 |
| 41201 - Construction of commercial buildings | 3 | 1,500 |
| 64910 - Financial leasing | 3 | 106 |
| 85590 - Other education not elsewhere classified | 3 | 2,395 |
| 4534 - Other building installation | 3 | 2,091 |
| 81300 - Landscape service activities | 3 | 755 |
| 62012 - Business and domestic software development | 3 | 3,714 |
| 4521 - General construction & civil engineering | 3 | 5,558 |