# Merseyside

q1 2012 business confidence report



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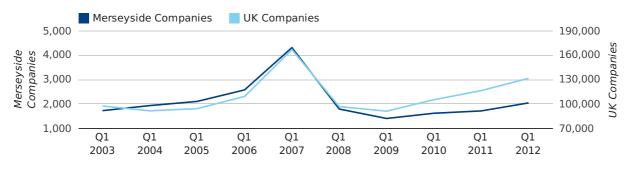
| new company registrations    |  |
|------------------------------|--|
| closed companies (dissolved) |  |
| net company growth           |  |
| uk company share             |  |
| director age                 |  |
| director gender              |  |
| naming trends                |  |
| sic data  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

A total of 2,041 companies were registered in Merseyside during the first quarter of 2012 (Jan 2012 - Mar 2012).

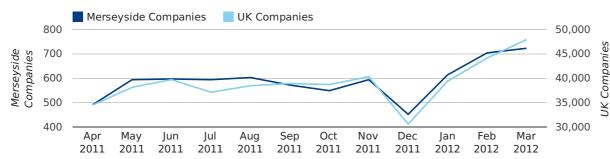
This figure is an increase of 19.2% versus the same period last year (Q1 2011). This figure compares well to the UK as a whole, which saw an increase of 13.0% against the same period last year.

| FIRST QUARTER (JAN 2012 - MAR 2012) | MERSEYSIDE   | UK             |
|-------------------------------------|--------------|----------------|
| 2012                                | 2,041        | 131,491        |
| 2011                                | 1,712        | 116,391        |
| % CHANGE                            | 19.2%        | 13.0%          |
| RECORD YEAR                         | 2007 (4,309) | 2007 (166,814) |

new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)



|  | Mersey | /side | Com |
|--|--------|-------|-----|

new companies by month

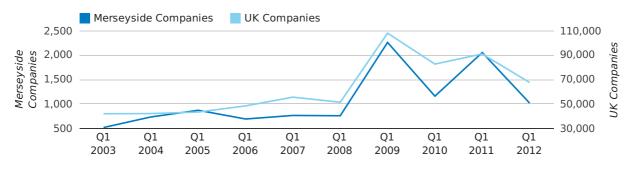
|                       | JANUARY      | FEBRUARY     | MARCH        |
|-----------------------|--------------|--------------|--------------|
| NEW COMPANIES IN 2012 | 614          | 704          | 723          |
| NEW COMPANIES IN 2011 | 479          | 549          | 684          |
| % CHANGE              | 28.2%        | 28.2%        | 5.7%         |
| RECORD YEAR           | 2007 (1,133) | 2006 (1,046) | 2007 (2,527) |

A total of 1,017 companies were dissolved in Merseyside during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 50.5% versus the same period last year (Q1 2011). This figure compares well to the UK as a whole, which saw a decrease of 25.7% against the same period last year.

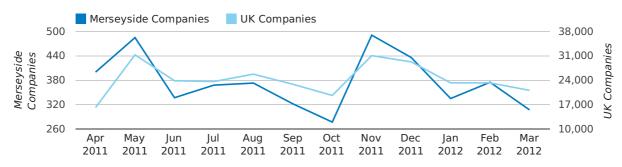
| FIRST QUARTER (JAN 2012 - MAR 2012) | MERSEYSIDE   | UK             |
|-------------------------------------|--------------|----------------|
| 2012                                | 1,017        | 67,576         |
| 2011                                | 2,054        | 90,986         |
| % CHANGE                            | -50.5%       | -25.7%         |
| RECORD YEAR                         | 2009 (2,261) | 2009 (108,060) |

dissolved companies by quarter



#### Monthly Data (Jan, Feb & Mar 2012)

#### dissolved companies by month



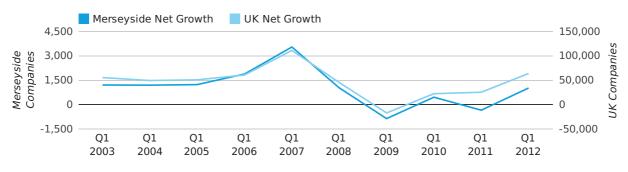
|                          | JANUARY    | FEBRUARY   | MARCH        |
|--------------------------|------------|------------|--------------|
| CLOSED COMPANIES IN 2012 | 335        | 375        | 307          |
| CLOSED COMPANIES IN 2011 | 501        | 643        | 910          |
| % CHANGE                 | -33.1%     | -41.7%     | -66%         |
| RECORD YEAR              | 2011 (501) | 2011 (643) | 2009 (1,740) |

Net company growth for Merseyside during the first quarter of 2012 (Jan 2012 - Mar 2012) was 1,024 companies.

This represents an increase of 399.4% on the same period last year.

| FIRST QUARTER (JAN 2012 - MAR 2012) | MERSEYSIDE   | UK             |
|-------------------------------------|--------------|----------------|
| 2012                                | 1,024        | 63,915         |
| 2011                                | -342         | 25,405         |
| % CHANGE                            | -399.4%      | 151.6%         |
| RECORD YEAR                         | 2007 (3,546) | 2007 (111,282) |

net growth by quarter



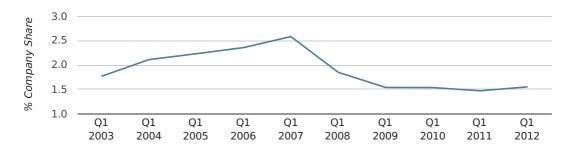
Monthly Data (Jan, Feb & Mar 2012)



In the first quarter of 2012, Merseyside formed 1.6% of all UK companies.

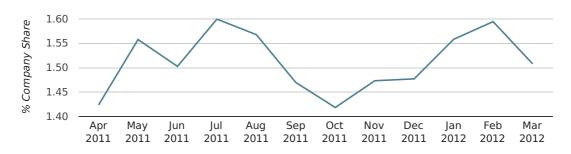
| FIRST QUARTER (JAN 2012 - MAR 2012) | MERSEYSIDE  |
|-------------------------------------|-------------|
| 2012                                | 1.6%        |
| 2011                                | 1.5%        |
| 2010                                | 1.5%        |
| 2009                                | 1.5%        |
| 2008                                | 1.9%        |
| RECORD YEAR (SINCE 1960)            | 2007 (2.6%) |

company share by quarter



#### Monthly Data (Jan, Feb & Mar 2012)

company share by month



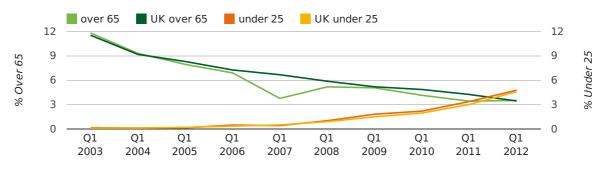
|                            | JANUARY     | FEBRUARY    | MARCH       |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2012 | 1.6%        | 1.6%        | 1.5%        |
| UK FORMATION SHARE IN 2011 | 1.4%        | 1.5%        | 1.5%        |
| % CHANGE                   | 9.9%        | 9.7%        | -1.1%       |
| RECORD YEAR                | 1966 (3.3%) | 2006 (3.1%) | 2007 (3.7%) |

The average age of a director in the first quarter of 2012 was 43.0.

The percentage of directors under the age of 25 was 4.8% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 3.5% compared to the UK figure of 3.5%.

#### director age by quarter



## Previous 12 months (Mar 2011-Mar 2012)

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

| WORD         | PERCENTAGE | UK WORD      | UK PERCENTAGE |
|--------------|------------|--------------|---------------|
| MANAGEMENT   | 2.17%      | CONSULTING   | 5.07%         |
| BEACH        | 2.12%      | MANAGEMENT   | 4.74%         |
| PROPERTY     | 1.56%      | CONSULTANCY  | 3.30%         |
| CONSULTANCY  | 1.51%      | PROPERTY     | 2.37%         |
| LIVERPOOL    | 1.41%      | TRADING      | 2.07%         |
| DUNAS        | 1.37%      | DESIGN       | 1.93%         |
| HOTEL        | 1.34%      | ENGINEERING  | 1.86%         |
| SUITE        | 1.22%      | ASSOCIATES   | 1.84%         |
| ENGINEERING  | 1.19%      | CONSULTANTS  | 1.79%         |
| (NW)         | 1.14%      | BUSINESS     | 1.73%         |
| CONSULTING   | 1.13%      | MEDIA        | 1.72%         |
| J            | 1.07%      | CONSTRUCTION | 1.72%         |
| ELECTRICAL   | 0.96%      | LONDON       | 1.66%         |
| DESIGN       | 0.91%      | J            | 1.54%         |
| COMMUNITY    | 0.91%      | INVESTMENTS  | 1.51%         |
| TRADING      | 0.90%      | GLOBAL       | 1.50%         |
| FINANCIAL    | 0.87%      | IT           | 1.40%         |
| CONSTRUCTION | 0.87%      | CARE         | 1.34%         |
| CONSULTANTS  | 0.85%      | PROPERTIES   | 1.31%         |
| ASSOCIATES   | 0.85%      | ELECTRICAL   | 1.27%         |
| TRAINING     | 0.84%      | М            | 1.27%         |
| MEDIA        | 0.83%      | BUILDING     | 1.24%         |
| BUILDING     | 0.80%      | ENERGY       | 1.20%         |
| S            | 0.79%      | S            | 1.20%         |
| WEST         | 0.73%      | ENTERPRISES  | 1.19%         |

## Previous 36 months, excluding companies less than 12 months old

| SIC CODE                                                                                    | NUMBER OF<br>COMPANIES | UK<br>COMPANIES |
|---------------------------------------------------------------------------------------------|------------------------|-----------------|
| None Supplied                                                                               | 3,530                  | 216,665         |
| 7487 - Other business activities                                                            | 792                    | 52,735          |
| 82990 - Other business support service activities not elsewhere classified                  | 482                    | 35,233          |
| 99999 - Dormant Company                                                                     | 286                    | 25,084          |
| 96090 - Other service activities not elsewhere classified                                   | 223                    | 13,637          |
| 70229 - Management consultancy activities other than financial management                   | 211                    | 19,704          |
| 9999 - Dormant Company                                                                      | 204                    | 18,617          |
| 7450 - Labour recruitment                                                                   | 145                    | 1,741           |
| 7414 - Business & management consultancy                                                    | 132                    | 12,113          |
| 9305 - Other service activities                                                             | 131                    | 8,818           |
| 74990 - Non-trading company                                                                 | 128                    | 9,729           |
| 4521 - General construction & civil engineering                                             | 128                    | 5,169           |
| 74909 - Other professional, scientific and technical activities not elsewhere<br>classified | 118                    | 9,892           |
| 62020 - Information technology consultancy activities                                       | 113                    | 14,303          |
| 7499 - Non-trading company                                                                  | 100                    | 9,102           |
| 7260 - Other computer related activities                                                    | 89                     | 7,154           |
| 68209 - Other letting and operating of own or leased real estate                            | 88                     | 4,427           |
| 56302 - Public houses and bars                                                              | 87                     | 2,795           |
| 5530 - Restaurants                                                                          | 87                     | 4,633           |
| 43210 - Electrical installation                                                             | 85                     | 3,573           |