Norwich

q1 2012 business confidence report



headlines

- $\bullet \quad \text{Q1 2012 saw a new record in company registrations in Norwich when compared to any previous Q1. } \\$
- Q1 2012 was a record quarter for company registrations in Norwich when compared to any quarter in history.
- February 2012 saw a new record in company registrations in Norwich when compared to any previous February.
- January 2012 saw a new record in company registrations in Norwich when compared to any previous January.
- January 2012 saw a new record in net growth in Norwich when compared to any previous January.

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Q1 2012 saw a new record in company registrations in Norwich when compared to any previous Q1.

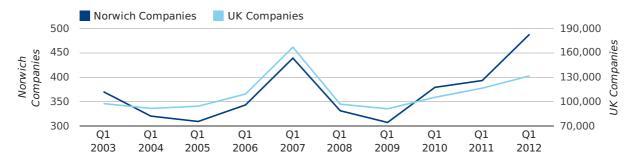
Q1 2012 was a record quarter for company registrations in Norwich when compared to any quarter in history.

A total of 488 companies were registered in Norwich during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 24.2% 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)	NORWICH	UK
2012	488	131,491
2011	393	116,391
% CHANGE	24.2%	13.0%
RECORD YEAR	2012 (488)	2007 (166,814)

new companies by quarter

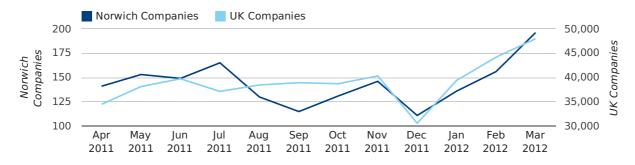


Monthly Data (Jan, Feb & Mar 2012)

February 2012 saw a new record in company registrations in Norwich when compared to any previous February.

January 2012 saw a new record in company registrations in Norwich when compared to any previous January.

new companies by month



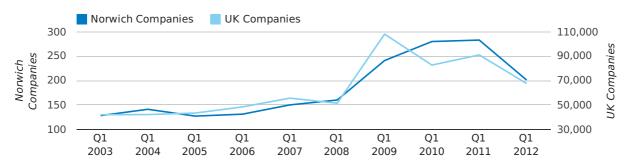
	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	136	156	196
NEW COMPANIES IN 2011	105	117	171
% CHANGE	29.5%	33.3%	14.6%
RECORD YEAR	2012 (136)	2012 (156)	2007 (205)

A total of 201 companies were dissolved in Norwich during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 29.0% 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.

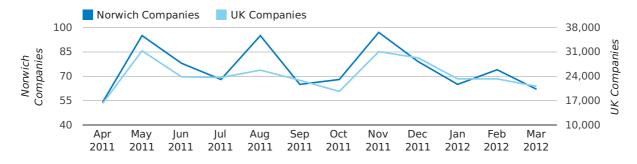
FIRST QUARTER (JAN 2012 - MAR 2012)	NORWICH	UK
2012	201	67,576
2011	283	90,986
% CHANGE	-29.0%	-25.7%
RECORD YEAR	2011 (283)	2009 (108,060)

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

dissolved companies by month



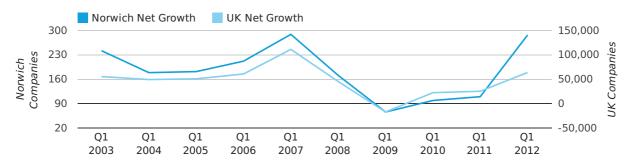
	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	65	74	62
CLOSED COMPANIES IN 2011	108	76	99
% CHANGE	-39.8%	-2.6%	-37%
RECORD YEAR	2011 (108)	2008 (108)	2009 (142)

Net company growth for Norwich during the first quarter of 2012 (Jan 2012 - Mar 2012) was 287 companies.

This represents an increase of 160.9% on the same period last year.

FIRST QUARTER (JAN 2012 - MAR 2012)	NORWICH	UK
2012	287	63,915
2011	110	25,405
% CHANGE	160.9%	151.6%
RECORD YEAR	2007 (289)	2007 (111,282)

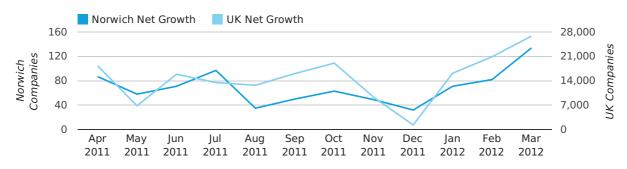
net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

January 2012 saw a new record in net growth in Norwich when compared to any previous January.

net growth by month

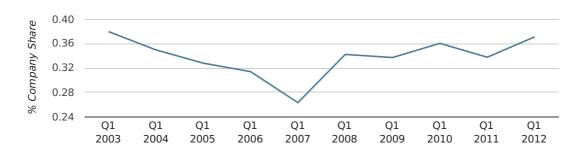


	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	71	82	134
NET GROWTH IN 2011	-3	41	72
% CHANGE	-2,466.7%	100.0%	86.1%
RECORD YEAR	2012 (71)	2003 (101)	2007 (167)

In the first quarter of 2012, Norwich formed 0.4% of all UK companies.

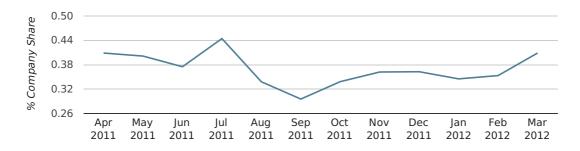
FIRST QUARTER (JAN 2012 - MAR 2012)	NORWICH
2012	0.4%
2011	0.3%
2010	0.4%
2009	0.3%
2008	0.3%
RECORD YEAR (SINCE 1960)	1962 (0.8%)

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



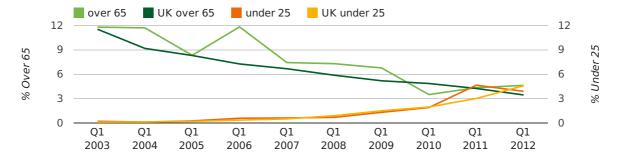
	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.3%	0.4%	0.4%
UK FORMATION SHARE IN 2011	0.3%	0.3%	0.4%
% CHANGE	11.1%	14.0%	7.2%
RECORD YEAR	1962 (1.5%)	1972 (0.9%)	1965 (1.2%)

The average age of a director in the first quarter of 2012 was 44.6.

The percentage of directors under the age of 25 was 3.9% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 4.6% compared to the UK figure of 3.5%.

director age by quarter



The record first quarter for female directors in Norwich was in 1861 when 40.0% of all directors were female.

27.7% of all director appointments in Norwich in the first quarter of 2012 were female. This compares to a UK average of 25.3% for the same period.

director gender 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
CONSULTING	1.48%	CONSULTING	5.07%
MANAGEMENT	1.48%	MANAGEMENT	4.74%
NORWICH	1.48%	CONSULTANCY	3.30%
NORFOLK	1.32%	PROPERTY	2.37%
PROPERTY	1.28%	TRADING	2.07%
CONSULTANCY	1.00%	DESIGN	1.93%
ENGINEERING	0.72%	ENGINEERING	1.86%
CONSTRUCTION	0.68%	ASSOCIATES	1.84%
CARE	0.68%	CONSULTANTS	1.79%
J	0.64%	BUSINESS	1.73%
(NORWICH)	0.64%	MEDIA	1.72%
MARKETING	0.64%	CONSTRUCTION	1.72%
BUSINESS	0.60%	LONDON	1.66%
SYSTEMS	0.60%	J	1.54%
ENERGY	0.60%	INVESTMENTS	1.51%
MEDIA	0.60%	GLOBAL	1.50%
ANGLIA	0.56%	IT	1.40%
FARM	0.52%	CARE	1.34%
SOLAR	0.52%	PROPERTIES	1.31%
SOCIAL	0.52%	ELECTRICAL	1.27%
(NORFOLK)	0.52%	М	1.27%
EAST	0.52%	BUILDING	1.24%
TRADING	0.52%	ENERGY	1.20%
R	0.48%	S	1.20%
GREEN	0.48%	ENTERPRISES	1.19%

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Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	530	216,665
7487 - Other business activities	162	52,735
82990 - Other business support service activities not elsewhere classified	137	35,233
99999 - Dormant Company	89	25,084
70229 - Management consultancy activities other than financial management	89	19,704
62020 - Information technology consultancy activities	52	14,303
9999 - Dormant Company	47	18,617
7414 - Business & management consultancy	40	12,113
74909 - Other professional, scientific and technical activities not elsewhere classified	36	9,892
96090 - Other service activities not elsewhere classified	32	13,637
62090 - Other information technology service activities	30	8,145
7499 - Non-trading company	27	9,102
7260 - Other computer related activities	27	7,154
86900 - Other human health activities	26	5,066
74990 - Non-trading company	24	9,729
4521 - General construction & civil engineering	23	5,169
71129 - Other engineering activities	21	2,217
62012 - Business and domestic software development	19	4,356
9305 - Other service activities	18	8,818
45200 - Maintenance and repair of motor vehicles	18	2,832