

Telford

2011 annual business confidence report



headlines

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

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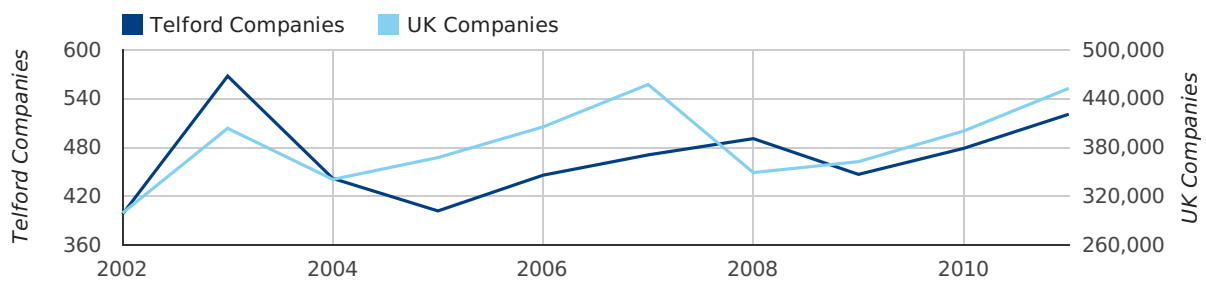
sic data

Annual Data (2011)

A total of 521 companies were formed in Telford in 2011. This total is 8.8% higher than in 2010 and compares equally to the UK figure of a 13.1% growth compared to 400,358 the previous year.

| YEAR | TELFORD | UK |
|-------------|------------|----------------|
| 2011 | 521 | 452,870 |
| 2010 | 479 | 400,358 |
| 2009 | 447 | 362,675 |
| 2008 | 491 | 349,203 |
| 2007 | 471 | 457,649 |
| RECORD YEAR | 2003 (568) | 2007 (457,649) |

new companies by year



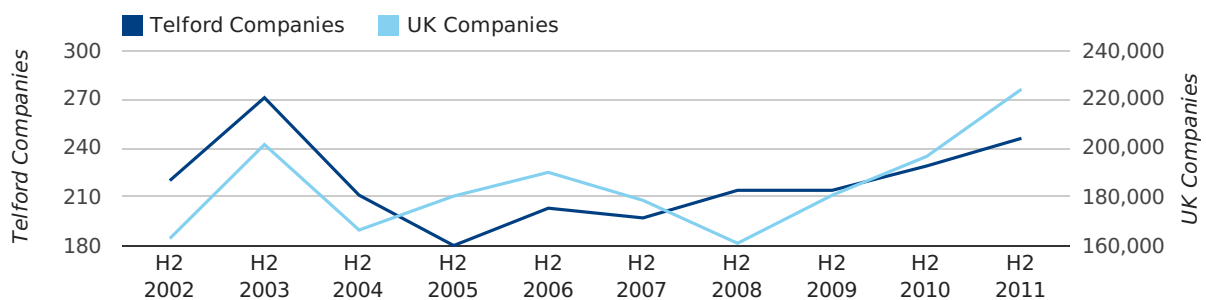
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 246 companies were formed in Telford. This figure is 7.4% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Telford occurred in 2003 when a total of 271 were formed.

| HALF YEAR (JUL-DEC) | TELFORD | UK |
|---------------------|------------|----------------|
| 2011 | 246 | 224,135 |
| 2010 | 229 | 196,609 |
| % CHANGE | 7.4% | 14.0% |
| RECORD YEAR | 2003 (271) | 2011 (224,135) |

new companies by half year



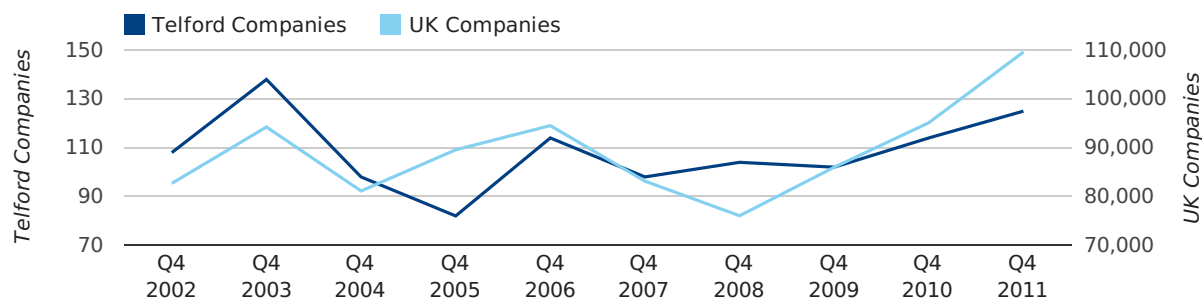
Quarterly Data (Q4 Oct-Dec 2011)

A total of 125 companies were registered in Telford during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 9.6% 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) | TELFORD | UK |
|--------------------------------------|------------|----------------|
| 2011 | 125 | 109,623 |
| 2010 | 114 | 95,117 |
| % CHANGE | 9.6% | 15.3% |
| RECORD YEAR | 2003 (138) | 2011 (109,623) |

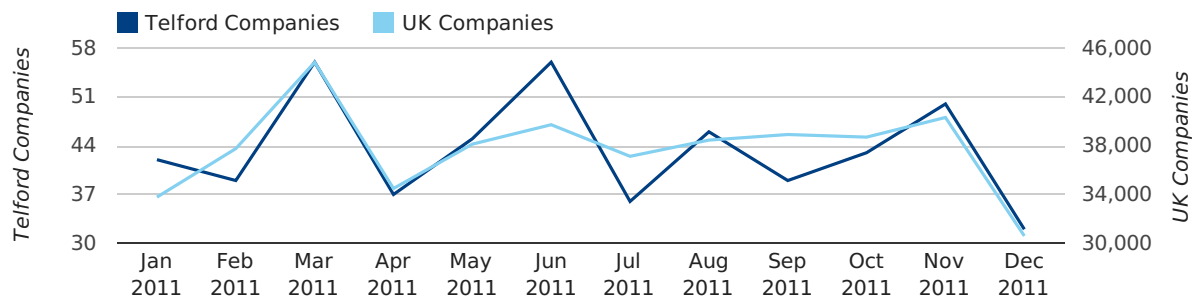
new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

new companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 43 | 50 | 32 |
| NEW COMPANIES IN 2010 | 38 | 43 | 33 |
| % CHANGE | 13.2% | 16.3% | -3.0% |
| RECORD YEAR | 2003 (69) | 2011 (50) | 2009 (41) |

Annual Data (2011)

A total of 360 companies were dissolved in Telford in 2011. This total is 12.4% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

| YEAR | TELFORD | UK |
|-------------|------------|----------------|
| 2011 | 360 | 314,523 |
| 2010 | 411 | 342,232 |
| 2009 | 519 | 533,773 |
| 2008 | 205 | 237,901 |
| 2007 | 288 | 220,295 |
| RECORD YEAR | 2009 (519) | 2009 (533,773) |

dissolved companies by year



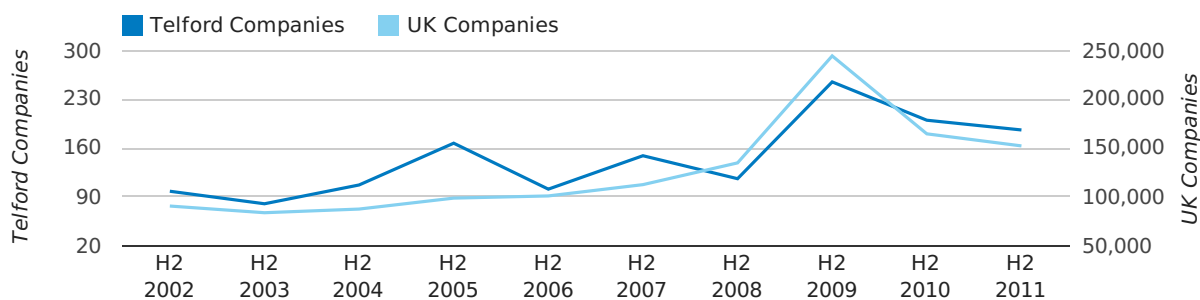
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 186 companies were dissolved in Telford. This figure is 7.0% lower than last year, which compares badly to the UK wide change of -7.5%.

The highest total for a second half year in Telford occurred in 2009 when a total of 255 were closed.

| HALF YEAR (JUL-DEC) | TELFORD | UK |
|---------------------|------------|----------------|
| 2011 | 186 | 152,213 |
| 2010 | 200 | 164,601 |
| % CHANGE | -7.0% | -7.5% |
| RECORD YEAR | 2009 (255) | 2009 (244,537) |

dissolved companies by half year



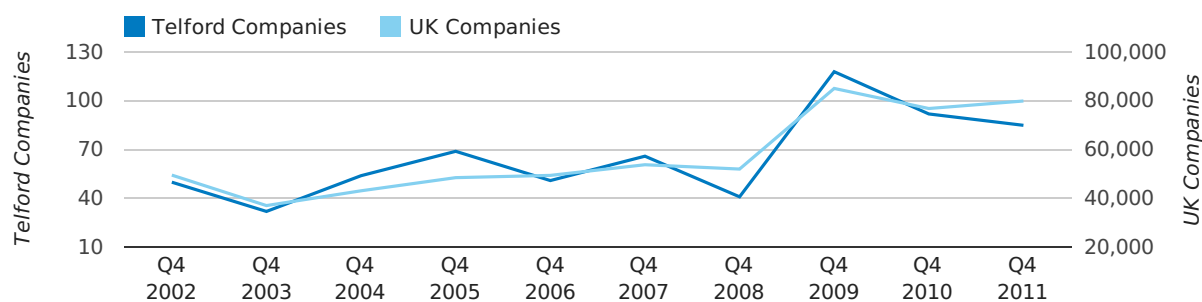
Quarterly Data (Q4 Oct-Dec 2011)

A total of 85 companies were dissolved in Telford during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is a decrease of 7.6% 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.

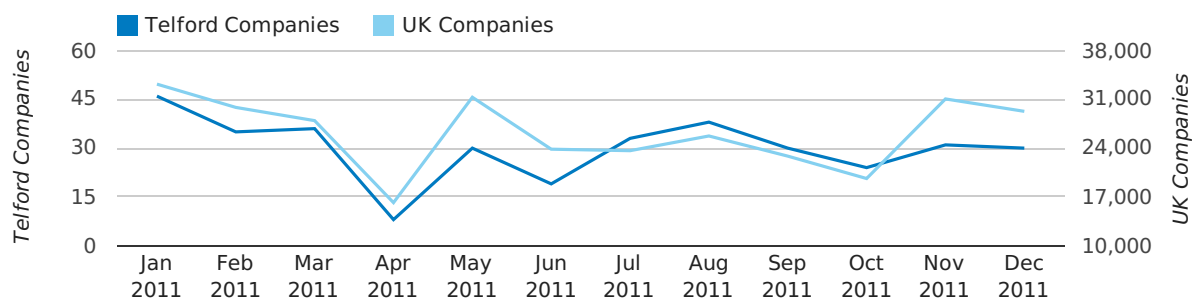
| FOURTH QUARTER (OCT 2011 - DEC 2011) | TELFORD | UK |
|--------------------------------------|------------|---------------|
| 2011 | 85 | 79,983 |
| 2010 | 92 | 76,896 |
| % CHANGE | -7.6% | 4.0% |
| RECORD YEAR | 2009 (118) | 2009 (85,136) |

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

dissolved companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 24 | 31 | 30 |
| CLOSED COMPANIES IN 2010 | 26 | 47 | 19 |
| % CHANGE | -7.7% | -34.0% | 58% |
| RECORD YEAR | 2009 (39) | 2010 (47) | 2009 (47) |

Annual Data (2011)

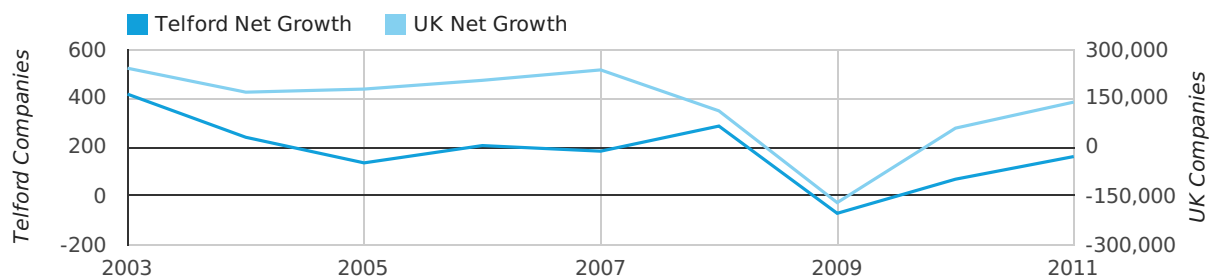
A total of 161 companies were added to the company register for Telford in 2011. This number represents growth of 33.6% which compares unfavourably to the UK figure of 34.6%.

This number is 93 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2003 when the Telford company register grew by 417 companies.

| YEAR | TELFORD | UK |
|-------------|------------|----------------|
| 2011 | 161 | 138,347 |
| 2010 | 68 | 58,126 |
| 2009 | -72 | -171,098 |
| 2008 | 286 | 111,302 |
| 2007 | 183 | 237,354 |
| RECORD YEAR | 2003 (417) | 2003 (242,543) |

net growth by year

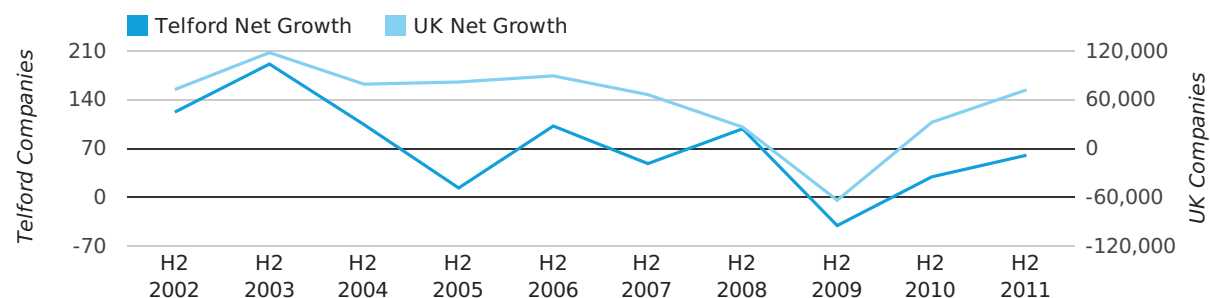


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Telford increased by 60 companies. This figure is 106.9% higher than last year, which compares badly to a UK increase of 124.7%.

| HALF YEAR (JUL-DEC) | TELFORD | UK |
|---------------------|------------|----------------|
| 2011 | 60 | 71,922 |
| 2010 | 29 | 32,008 |
| % CHANGE | 106.9% | 124.7% |
| RECORD YEAR | 2003 (191) | 2003 (117,772) |

net growth by half year



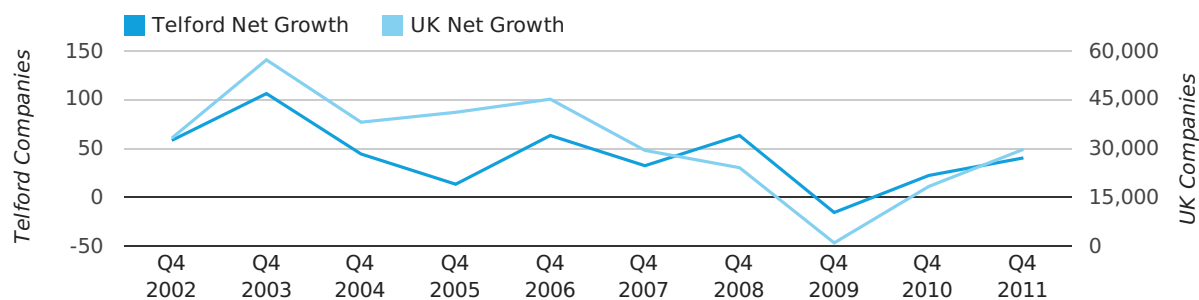
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Telford during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 40 companies.

This represents an increase of 81.8% on the same period last year.

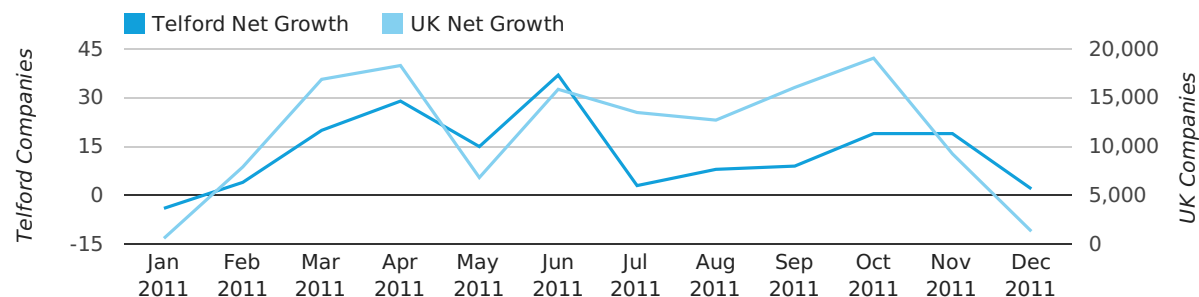
| FOURTH QUARTER (OCT 2011 - DEC 2011) | TELFORD | UK |
|--------------------------------------|------------|---------------|
| 2011 | 40 | 29,640 |
| 2010 | 22 | 18,221 |
| % CHANGE | 81.8% | 62.7% |
| RECORD YEAR | 2003 (106) | 2003 (57,175) |

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



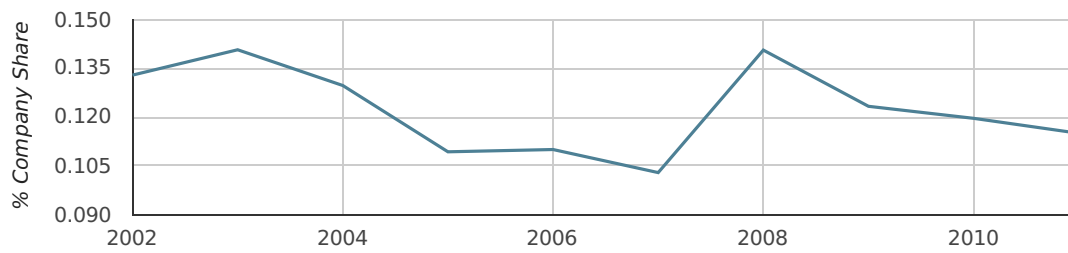
| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 19 | 19 | 2 |
| NET GROWTH IN 2010 | 12 | -4 | 14 |
| % CHANGE | 58.3% | -575.0% | -85.7% |
| RECORD YEAR | 2003 (61) | 2008 (27) | 2003 (23) |

Annual Data (2011)

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

| YEAR | TELFORD |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1965 (0.2%) |

company share by year

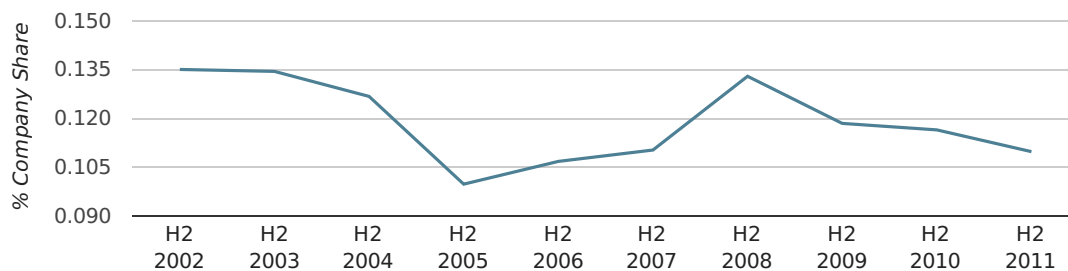


Half Year Data (Jul-Dec 2011)

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

| HALF YEAR (JUL-DEC) | TELFORD |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1965 (0.3%) |

company share by half year

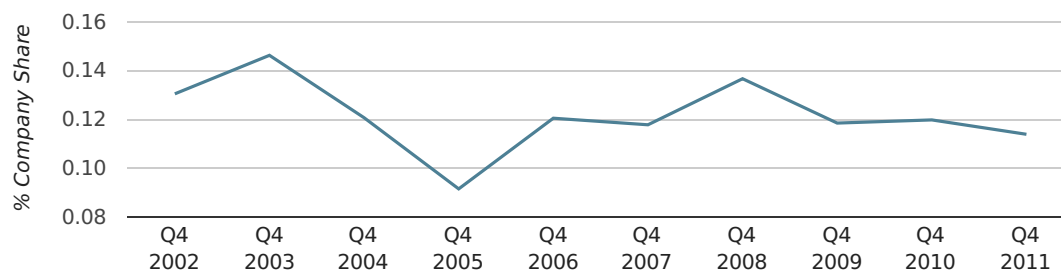


Quarterly Data (Q4 Oct-Dec 2011)

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

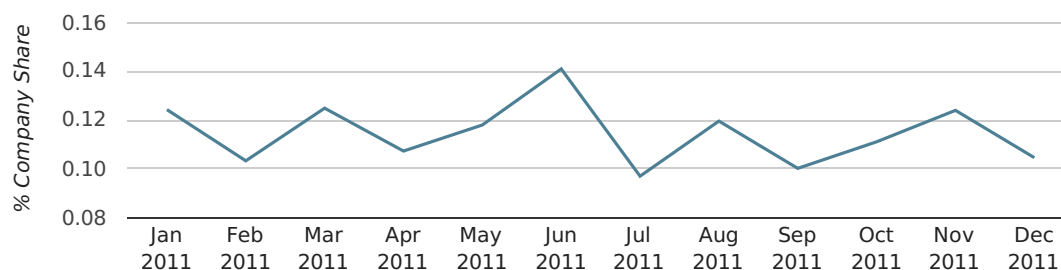
| FOURTH QUARTER (OCT 2011 - DEC 2011) | TELFORD |
|--------------------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1969 (0.4%) |

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 | -1.7% | -1.0% | -14.0% |
| RECORD YEAR | 1969 (0.4%) | 1982 (0.3%) | 1969 (0.6%) |

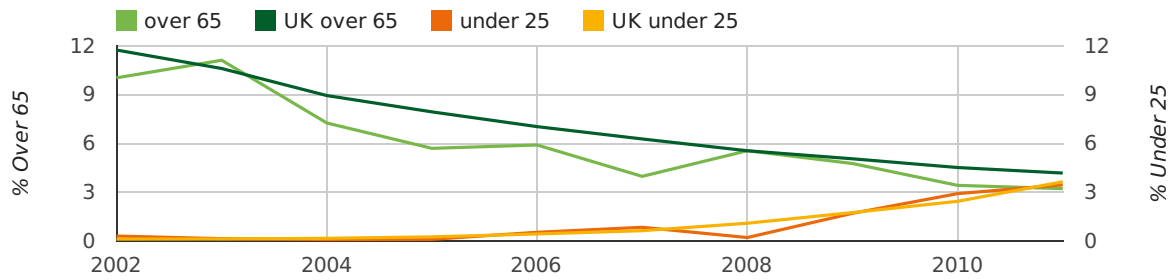
Annual Data (2011)

The average age of a director in 2011 was 43.3.

The percentage of directors under the age of 25 was 3.5% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 3.2% compared to the UK figure of 4.2%.

director age by year



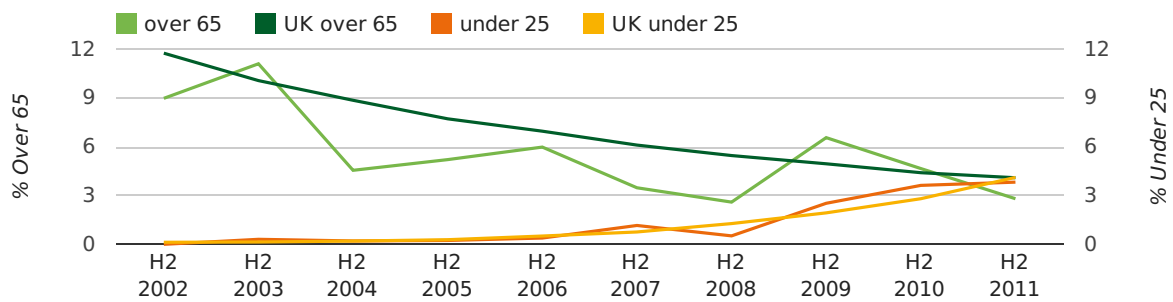
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 43.4.

The percentage of directors under the age of 25 was 3.8% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 2.8% compared to the UK figure of 4.1%.

director age by half year



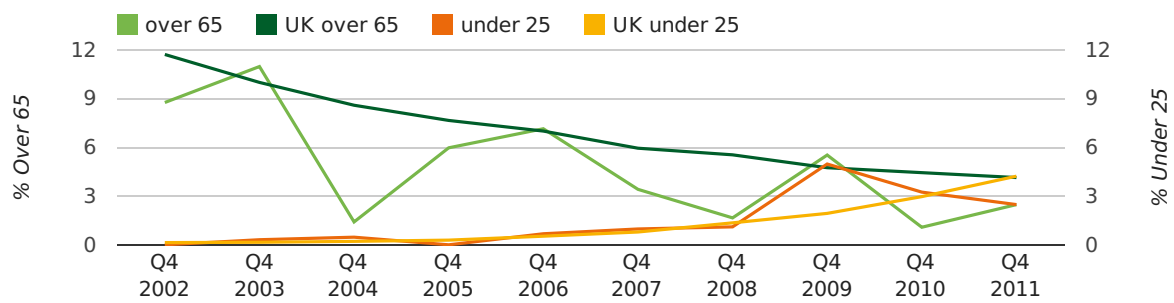
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 43.5.

The percentage of directors under the age of 25 was 2.5% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 2.5% compared to the UK figure of 4.1%.

director age by quarter

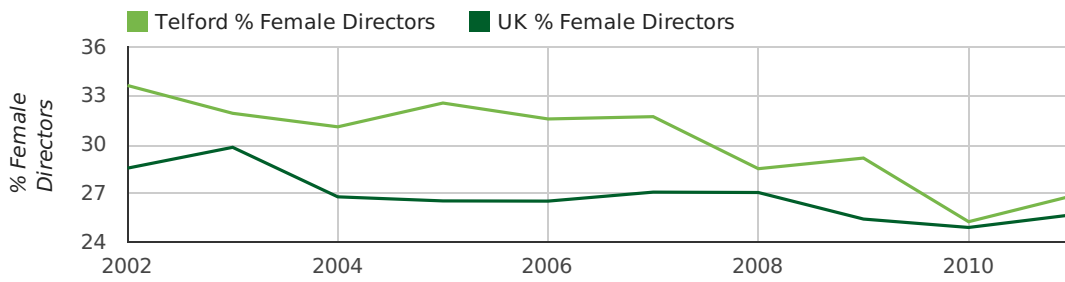


Annual Data (2011)

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

The percentage of female directors in Telford in 2011 was 33.7%. The average for the UK during this time was 28.6%

director gender by year

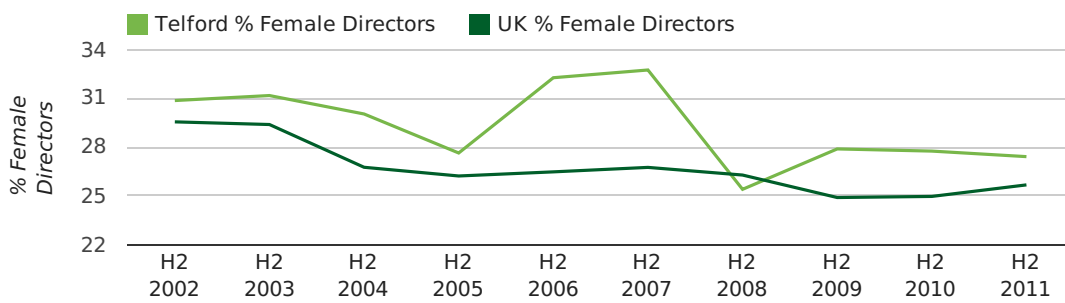


Half Year Data (Jul-Dec 2011)

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

27.4% of all director appointments in Telford 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

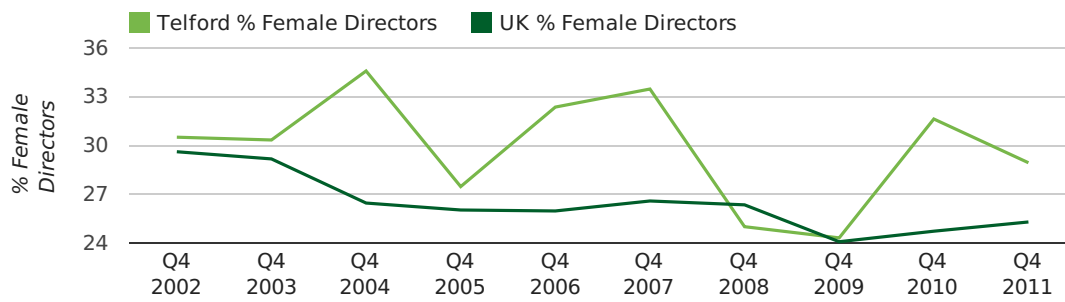


Quarterly Data (Q4 Oct-Dec 2011)

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

28.9% of all director appointments in Telford 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 |
|--------------|------------|--------------|---------------|
| CONSULTING | 1.00% | CONSULTING | 5.07% |
| TELFORD | 0.89% | MANAGEMENT | 4.74% |
| DESIGN | 0.89% | CONSULTANCY | 3.26% |
| ELECTRICAL | 0.78% | PROPERTY | 2.37% |
| ENGINEERING | 0.78% | TRADING | 2.07% |
| SHROPSHIRE | 0.78% | DESIGN | 1.92% |
| SOLAR | 0.78% | ASSOCIATES | 1.86% |
| GREEN | 0.67% | ENGINEERING | 1.78% |
| IT | 0.67% | BUSINESS | 1.78% |
| CONSULTANTS | 0.67% | CONSULTANTS | 1.76% |
| SYSTEMS | 0.67% | CONSTRUCTION | 1.73% |
| RMP | 0.67% | MEDIA | 1.71% |
| WREKIN | 0.67% | LONDON | 1.63% |
| TRAINING | 0.56% | J | 1.51% |
| TRANSPORT | 0.56% | INVESTMENTS | 1.48% |
| CONSULTANCY | 0.56% | GLOBAL | 1.46% |
| (SHROPSHIRE) | 0.56% | IT | 1.41% |
| BUSINESS | 0.56% | CARE | 1.39% |
| VISION | 0.56% | PROPERTIES | 1.29% |
| DEVELOPMENT | 0.56% | ELECTRICAL | 1.29% |
| SOFTWARE | 0.45% | M | 1.27% |
| SECURITY | 0.45% | BUILDING | 1.26% |
| PUBLISHING | 0.45% | ENERGY | 1.25% |
| PROPERTY | 0.45% | S | 1.20% |
| BUILDING | 0.45% | ENTERPRISES | 1.20% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 220 | 205,525 |
| 7487 - Other business activities | 59 | 57,052 |
| 82990 - Other business support service activities not elsewhere classified | 34 | 32,483 |
| 74990 - Non-trading company | 25 | 8,929 |
| 9999 - Dormant Company | 21 | 20,199 |
| 62020 - Information technology consultancy activities | 20 | 12,072 |
| 62090 - Other information technology service activities | 16 | 7,493 |
| 70229 - Management consultancy activities other than financial management | 15 | 17,765 |
| 7499 - Non-trading company | 14 | 9,957 |
| 96090 - Other service activities not elsewhere classified | 13 | 11,768 |
| 7222 - Other software consultancy and supply | 13 | 7,398 |
| 99999 - Dormant Company | 12 | 21,846 |
| 7414 - Business & management consultancy | 10 | 13,034 |
| 43390 - Other building completion and finishing | 8 | 2,832 |
| 85590 - Other education not elsewhere classified | 8 | 2,395 |
| 43210 - Electrical installation | 8 | 3,175 |
| 86900 - Other human health activities | 7 | 4,457 |
| 96020 - Hairdressing and other beauty treatment | 7 | 2,380 |
| 7260 - Other computer related activities | 7 | 7,667 |
| 7440 - Advertising | 7 | 1,765 |