

Wishaw

2011 annual business confidence report



headlines

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

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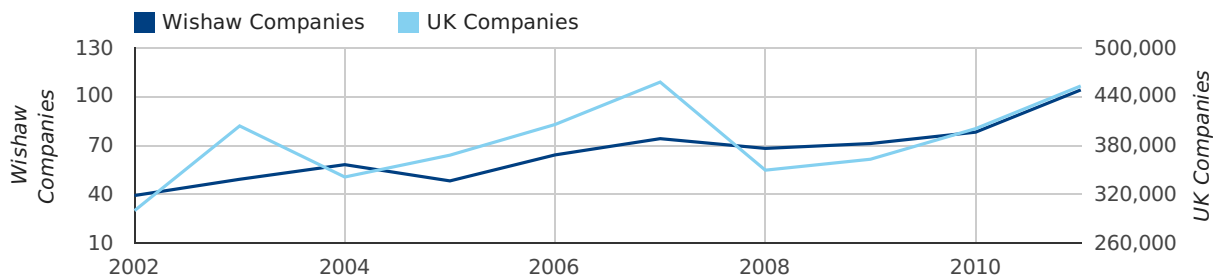
Annual Data (2011)

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

A total of 104 companies were formed in Wishaw in 2011. This total is 33.3% higher than in 2010 and compares poorly to the UK figure of a 13.1% growth compared to 400,358 the previous year.

| YEAR | WISHAW | UK |
|-------------|------------|----------------|
| 2011 | 104 | 452,870 |
| 2010 | 78 | 400,358 |
| 2009 | 71 | 362,675 |
| 2008 | 68 | 349,203 |
| 2007 | 74 | 457,649 |
| RECORD YEAR | 2011 (104) | 2007 (457,649) |

new companies by year



Half Year Data (Jul-Dec 2011)

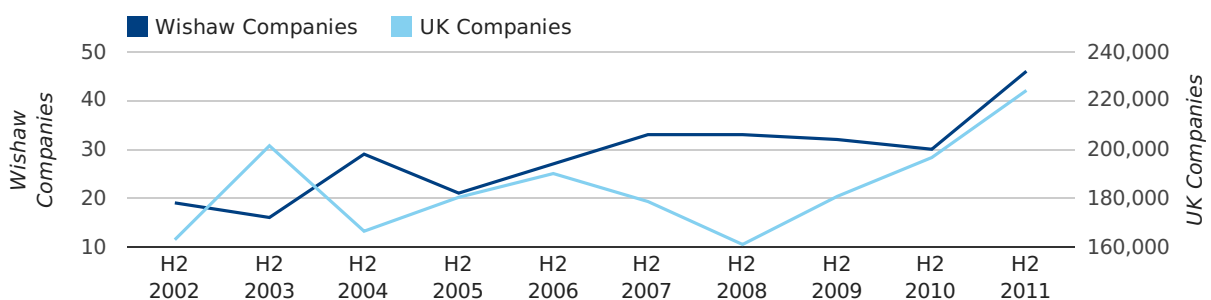
The second half of 2011 saw a new record in company registrations in Wishaw when compared to any previous second half year.

In the second half of 2011 a total of 46 companies were formed in Wishaw. This figure is 53.3% higher than last year, which compares well to the UK wide figure of 14.0%.

The highest total for a second half year in Wishaw occurred in 2011 when a total of 46 were formed.

| HALF YEAR (JUL-DEC) | WISHAW | UK |
|---------------------|-----------|----------------|
| 2011 | 46 | 224,135 |
| 2010 | 30 | 196,609 |
| % CHANGE | 53.3% | 14.0% |
| RECORD YEAR | 2011 (46) | 2011 (224,135) |

new companies by half year



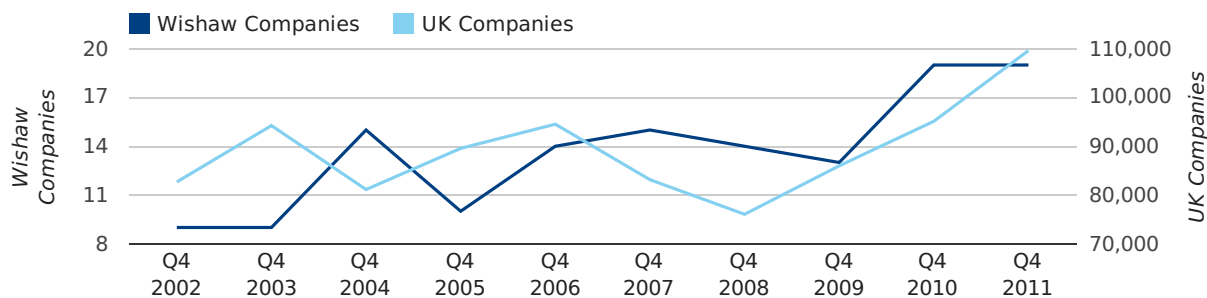
Quarterly Data (Q4 Oct-Dec 2011)

A total of 19 companies were registered in Wishaw during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is a difference of 0.0% 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) | WISHAW | UK |
|--------------------------------------|-----------|----------------|
| 2011 | 19 | 109,623 |
| 2010 | 19 | 95,117 |
| % CHANGE | 0.0% | 15.3% |
| RECORD YEAR | 2010 (19) | 2011 (109,623) |

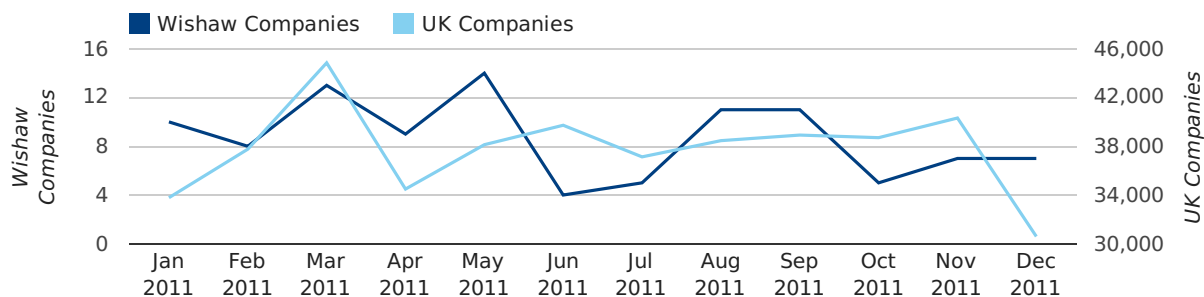
new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

new companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|-----------------------|-----------|-----------|----------|
| NEW COMPANIES IN 2011 | 5 | 7 | 7 |
| NEW COMPANIES IN 2010 | 13 | 4 | 2 |
| % CHANGE | -61.5% | 75.0% | 250.0% |
| RECORD YEAR | 2010 (13) | 2006 (10) | 2011 (7) |

Annual Data (2011)

A total of 62 companies were dissolved in Wishaw in 2011. This total is 11.4% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

| YEAR | WISHAW | UK |
|-------------|-----------|----------------|
| 2011 | 62 | 314,523 |
| 2010 | 70 | 342,232 |
| 2009 | 63 | 533,773 |
| 2008 | 27 | 237,901 |
| 2007 | 32 | 220,295 |
| RECORD YEAR | 2010 (70) | 2009 (533,773) |

dissolved companies by year



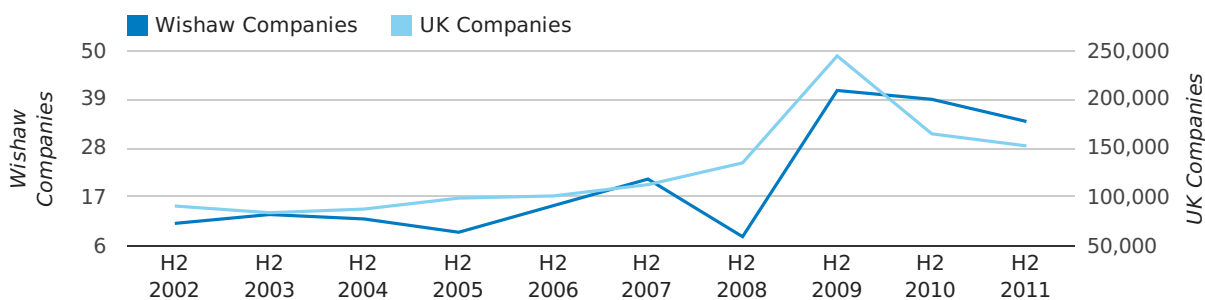
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 34 companies were dissolved in Wishaw. This figure is 12.8% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Wishaw occurred in 2009 when a total of 41 were closed.

| HALF YEAR (JUL-DEC) | WISHAW | UK |
|---------------------|-----------|----------------|
| 2011 | 34 | 152,213 |
| 2010 | 39 | 164,601 |
| % CHANGE | -12.8% | -7.5% |
| RECORD YEAR | 2009 (41) | 2009 (244,537) |

dissolved companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

Q4 2011 saw a new record in company closures in Wishaw when compared to any previous Q4.

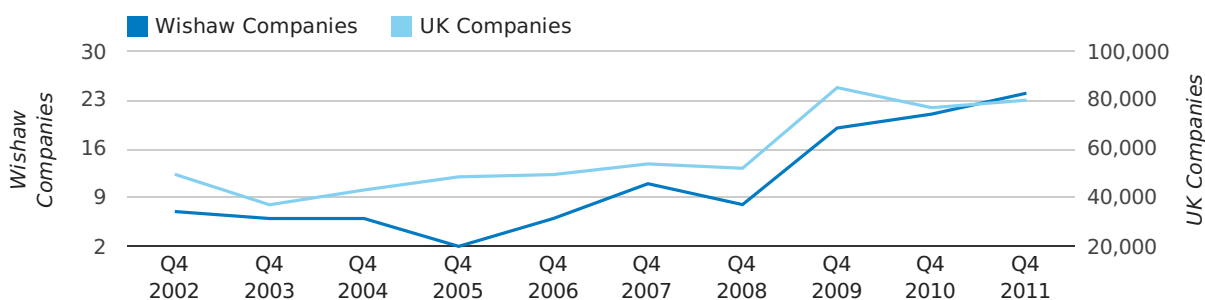
Q4 2011 was a record quarter for company closures in Wishaw when compared to any quarter in history.

A total of 24 companies were dissolved in Wishaw during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 14.3% 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) | WISHAW | UK |
|--------------------------------------|-----------|---------------|
| 2011 | 24 | 79,983 |
| 2010 | 21 | 76,896 |
| % CHANGE | 14.3% | 4.0% |
| RECORD YEAR | 2011 (24) | 2009 (85,136) |

dissolved companies by quarter

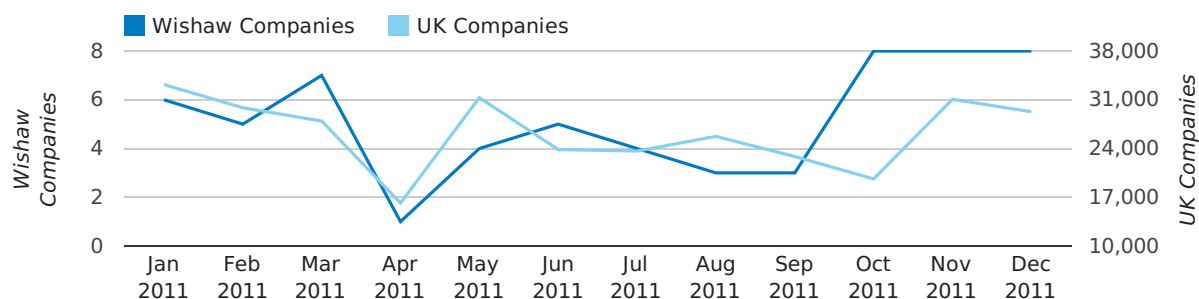


Monthly Data (Oct, Nov & Dec 2011)

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

November 2011 saw a new record in company closures in Wishaw when compared to any previous November.

dissolved companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------------|-----------|----------|----------|
| CLOSED COMPANIES IN 2011 | 8 | 8 | 8 |
| CLOSED COMPANIES IN 2010 | 8 | 5 | 8 |
| % CHANGE | 0.0% | 60.0% | 0% |
| RECORD YEAR | 2009 (12) | 2011 (8) | 2010 (8) |

Annual Data (2011)

2011 was a record year for net growth in Wishaw when compared to any year in history.

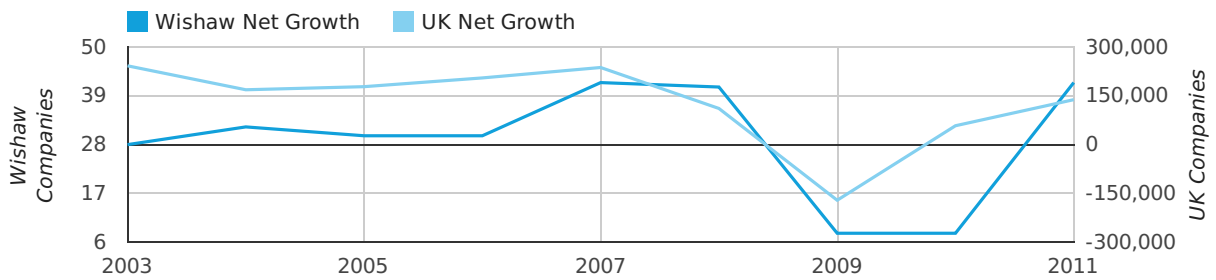
A total of 42 companies were added to the company register for Wishaw in 2011. This number represents growth of 53.8% which compares favourably to the UK figure of 34.6%.

This number is 34 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2011 when the Wishaw company register grew by 42 companies.

| YEAR | WISHAW | UK |
|-------------|-----------|----------------|
| 2011 | 42 | 138,347 |
| 2010 | 8 | 58,126 |
| 2009 | 8 | -171,098 |
| 2008 | 41 | 111,302 |
| 2007 | 42 | 237,354 |
| RECORD YEAR | 2011 (42) | 2003 (242,543) |

net growth by year

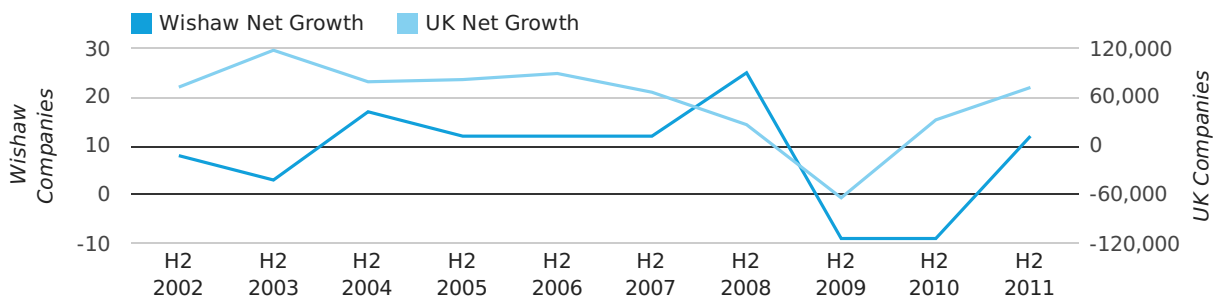


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Wishaw increased by 12 companies. This figure is 233.3% lower than last year, which compares badly to a UK increase of 124.7%.

| HALF YEAR (JUL-DEC) | WISHAW | UK |
|---------------------|-----------|----------------|
| 2011 | 12 | 71,922 |
| 2010 | -9 | 32,008 |
| % CHANGE | -233.3% | 124.7% |
| RECORD YEAR | 2008 (25) | 2003 (117,772) |

net growth by half year



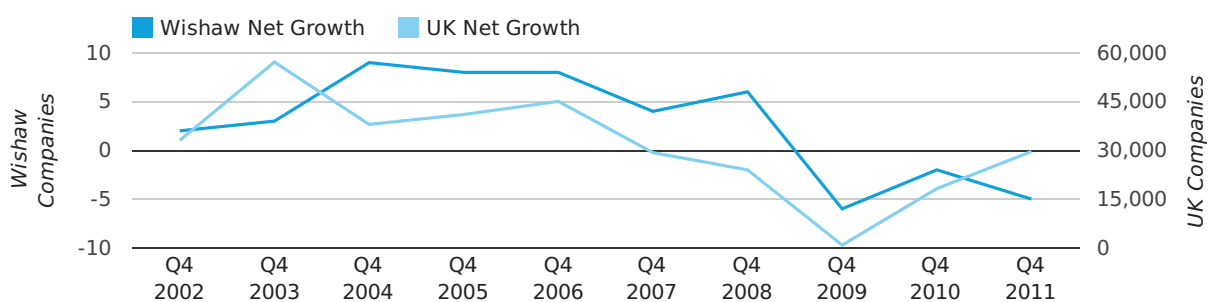
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Wishaw during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was -5 companies.

This represents a decrease of 150.0% on the same period last year.

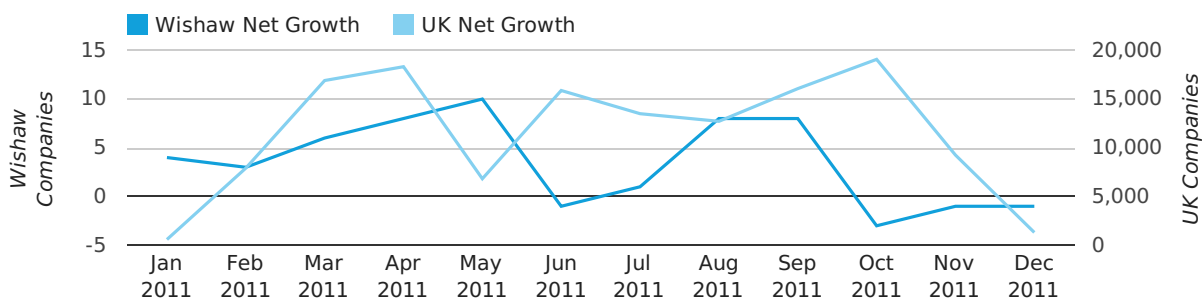
| FOURTH QUARTER (OCT 2011 - DEC 2011) | WISHAW | UK |
|--------------------------------------|----------|---------------|
| 2011 | -5 | 29,640 |
| 2010 | -2 | 18,221 |
| % CHANGE | 150.0% | 62.7% |
| RECORD YEAR | 2004 (9) | 2003 (57,175) |

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



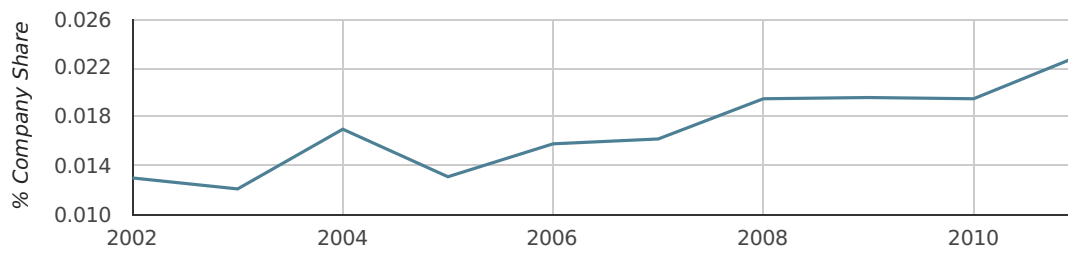
| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------|----------|----------|----------|
| NET GROWTH IN 2011 | -3 | -1 | -1 |
| NET GROWTH IN 2010 | 5 | -1 | -6 |
| % CHANGE | -160.0% | 0.0% | -83.3% |
| RECORD YEAR | 2010 (5) | 2007 (5) | 2005 (3) |

Annual Data (2011)

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

| YEAR | WISHAW |
|--------------------------|-------------|
| 2011 | 0.0% |
| 2010 | 0.0% |
| 2009 | 0.0% |
| 2008 | 0.0% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1961 (0.0%) |

company share by year

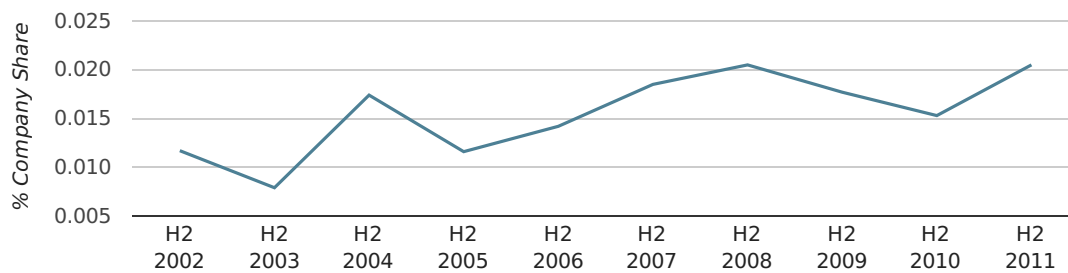


Half Year Data (Jul-Dec 2011)

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

| HALF YEAR (JUL-DEC) | WISHAW |
|--------------------------|-------------|
| 2011 | 0.0% |
| 2010 | 0.0% |
| 2009 | 0.0% |
| 2008 | 0.0% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1969 (0.1%) |

company share by half year

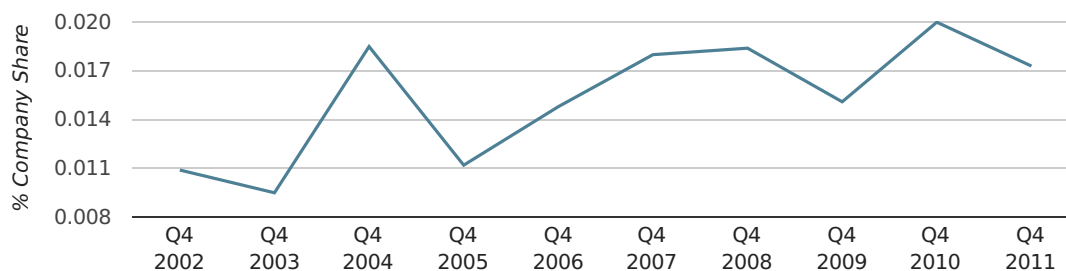


Quarterly Data (Q4 Oct-Dec 2011)

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

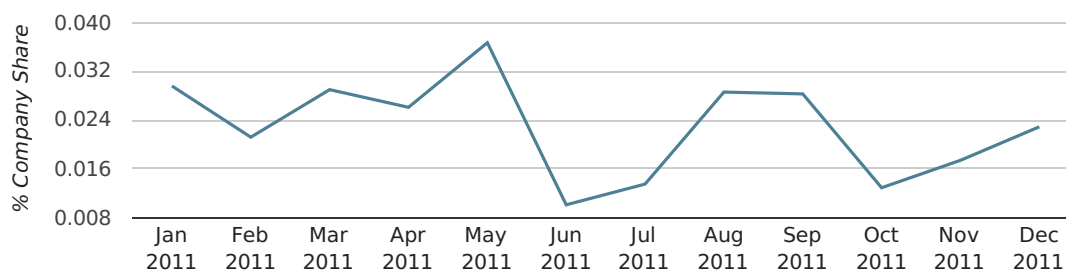
| FOURTH QUARTER (OCT 2011 - DEC 2011) | WISHAW |
|--------------------------------------|-------------|
| 2011 | 0.0% |
| 2010 | 0.0% |
| 2009 | 0.0% |
| 2008 | 0.0% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1978 (0.1%) |

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 | 0.0% | 0.0% | 0.0% |
| % CHANGE | -66.6% | 50.0% | 209.5% |
| RECORD YEAR | 1971 (0.1%) | 1979 (0.1%) | 1969 (0.2%) |

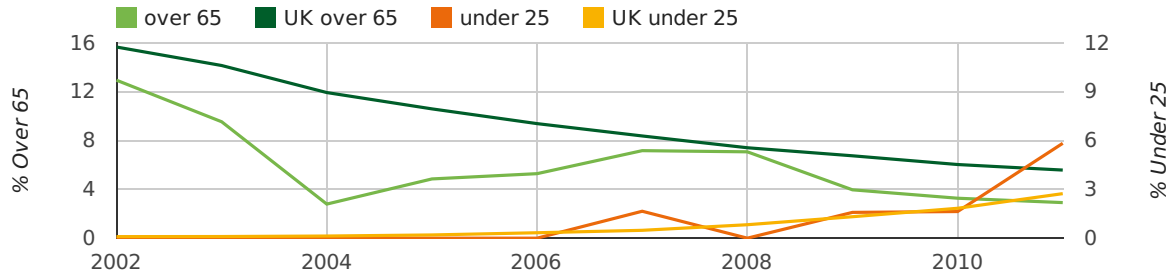
Annual Data (2011)

The average age of a director in 2011 was 41.4.

The percentage of directors under the age of 25 was 5.8% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 2.9% compared to the UK figure of 4.2%.

director age by year



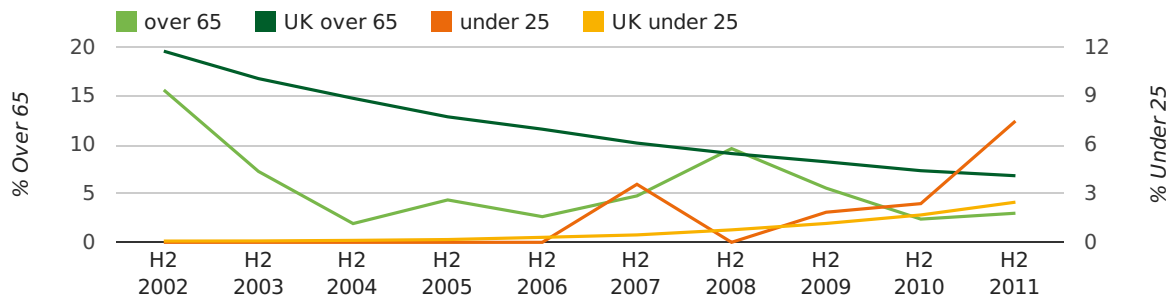
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 40.4.

The percentage of directors under the age of 25 was 7.5% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 3.0% compared to the UK figure of 4.1%.

director age by half year



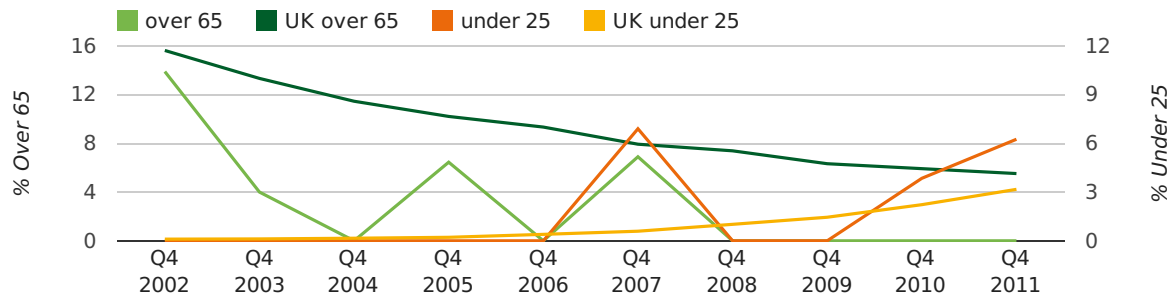
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 39.5.

The percentage of directors under the age of 25 was 6.3% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 0.0% compared to the UK figure of 4.1%.

director age by quarter

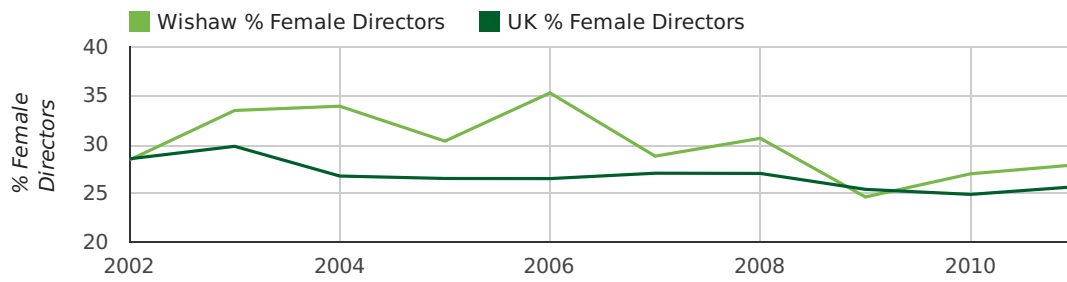


Annual Data (2011)

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

The percentage of female directors in Wishaw in 2011 was 28.4%. The average for the UK during this time was 28.6%

director gender by year

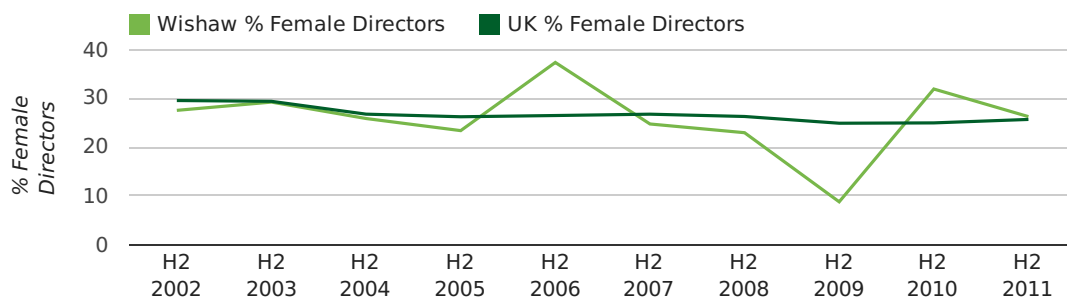


Half Year Data (Jul-Dec 2011)

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

26.3% of all director appointments in Wishaw 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

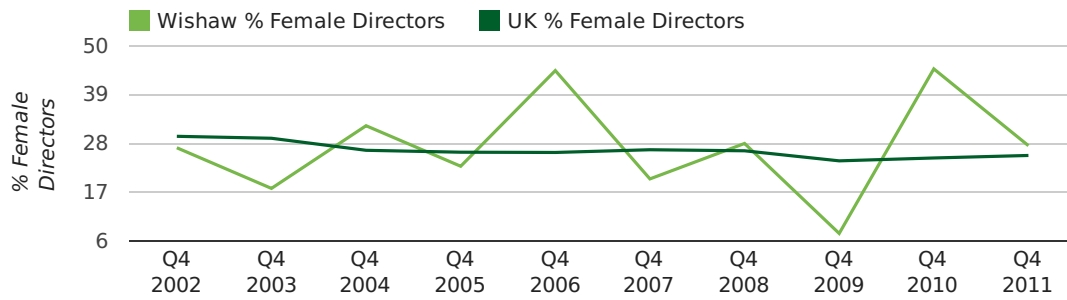


Quarterly Data (Q4 Oct-Dec 2011)

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

27.5% of all director appointments in Wishaw 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 |
|-------------|------------|--------------|---------------|
| SUN | 1.95% | CONSULTING | 5.07% |
| SHACK | 1.95% | MANAGEMENT | 4.74% |
| CONSULTANCY | 1.95% | CONSULTANCY | 3.26% |
| CONSULTANTS | 1.46% | PROPERTY | 2.37% |
| W | 1.46% | TRADING | 2.07% |
| CALEDONIAN | 0.98% | DESIGN | 1.92% |
| GROUP | 0.98% | ASSOCIATES | 1.86% |
| GLASGOW | 0.98% | ENGINEERING | 1.78% |
| CONSULTING | 0.98% | BUSINESS | 1.78% |
| AUTO | 0.98% | CONSULTANTS | 1.76% |
| X | 0.98% | CONSTRUCTION | 1.73% |
| DIRECT | 0.98% | MEDIA | 1.71% |
| WISHAW | 0.98% | LONDON | 1.63% |
| (SCOTLAND) | 0.98% | J | 1.51% |
| LOGISTICS | 0.98% | INVESTMENTS | 1.48% |
| LAPTOP | 0.98% | GLOBAL | 1.46% |
| SCOTLAND | 0.98% | IT | 1.41% |
| DESIGN | 0.98% | CARE | 1.39% |
| RESELLER | 0.98% | PROPERTIES | 1.29% |
| LANARKSHIRE | 0.98% | ELECTRICAL | 1.29% |
| R | 0.98% | M | 1.27% |
| PRINT, | 0.49% | BUILDING | 1.26% |
| GROCERS | 0.49% | ENERGY | 1.25% |
| NORTHMUIR | 0.49% | S | 1.20% |
| SIGN | 0.49% | ENTERPRISES | 1.20% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 45 | 205,525 |
| 96090 - Other service activities not elsewhere classified | 4 | 11,768 |
| 9999 - Dormant Company | 4 | 20,199 |
| 82990 - Other business support service activities not elsewhere classified | 4 | 32,483 |
| 7487 - Other business activities | 4 | 57,052 |
| 4521 - General construction & civil engineering | 3 | 5,558 |
| 9305 - Other service activities | 3 | 9,492 |
| 46690 - Wholesale of other machinery and equipment | 2 | 256 |
| 7020 - Letting of own property | 2 | 1,606 |
| 4534 - Other building installation | 2 | 2,091 |
| 93130 - Fitness facilities | 2 | 453 |
| 33190 - Repair of other equipment | 2 | 585 |
| 41202 - Construction of domestic buildings | 2 | 2,598 |
| 43320 - Joinery installation | 2 | 1,158 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 2 | 8,671 |
| 32990 - Other manufacturing not elsewhere classified | 2 | 1,594 |
| 6023 - Other passenger land transport | 2 | 357 |
| 5248 - Other retail specialised stores | 2 | 1,968 |
| 56103 - Take-away food shops and mobile food stands | 2 | 2,264 |
| 62020 - Information technology consultancy activities | 2 | 12,072 |