

Dover

q3 2011 business confidence report



headlines

- July 2011 saw a new record in company registrations in Dover when compared to any previous July.
- Q3 2011 saw a new record in company closures in Dover when compared to any previous Q3.
- August 2011 saw a new record in company closures in Dover when compared to any previous August.

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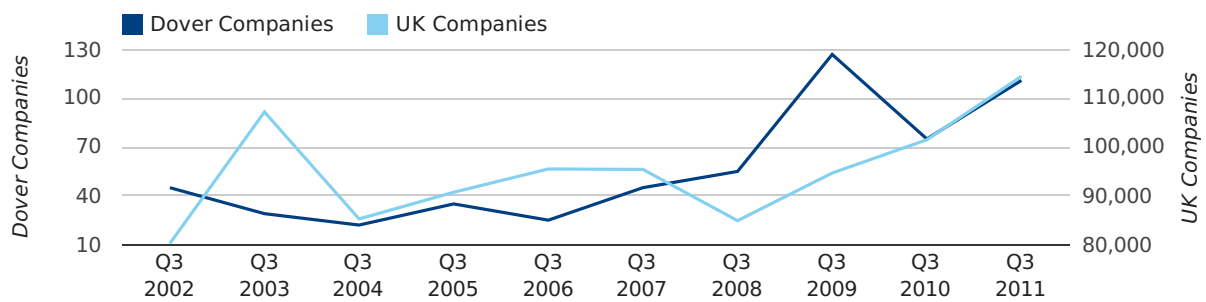
Quarterly Data (Q3 Jul-Sep 2011)

A total of 111 companies were registered in Dover during the third quarter of 2011 (Jul 2011 - Sep 2011).

This figure is an increase of 48.0% versus the same period last year (Q3 2010). This figure compares well to the UK as a whole, which saw an increase of 12.8% against the same period last year.

| THIRD QUARTER (JUL 2011 - SEP 2011) | DOVER | UK |
|-------------------------------------|------------|----------------|
| 2011 | 111 | 114,512 |
| 2010 | 75 | 101,492 |
| % CHANGE | 48.0% | 12.8% |
| RECORD YEAR | 2009 (127) | 2011 (114,512) |

new companies by quarter



Monthly Data (Jul, Aug & Sep 2011)

July 2011 saw a new record in company registrations in Dover when compared to any previous July.

new companies by month



| | JULY | AUGUST | SEPTEMBER |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 37 | 24 | 50 |
| NEW COMPANIES IN 2010 | 18 | 32 | 25 |
| % CHANGE | 105.6% | -25.0% | 100.0% |
| RECORD YEAR | 2011 (37) | 2010 (32) | 2009 (64) |

Quarterly Data (Q3 Jul-Sep 2011)

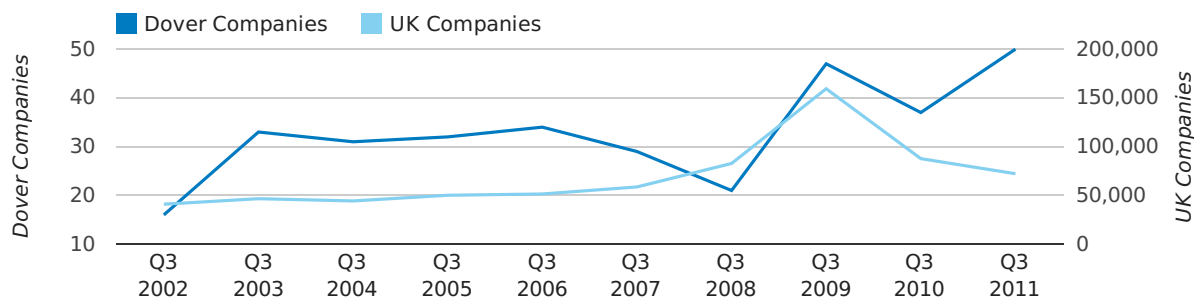
Q3 2011 saw a new record in company closures in Dover when compared to any previous Q3.

A total of 50 companies were dissolved in Dover during the third quarter of 2011 (Jul 2011 - Sep 2011).

This figure is an increase of 35.1% versus the same period last year (Q3 2010). This figure compares poorly to the UK as a whole, which saw a decrease of 17.6% against the same period last year.

| THIRD QUARTER (JUL 2011 - SEP 2011) | DOVER | UK |
|-------------------------------------|-----------|----------------|
| 2011 | 50 | 72,230 |
| 2010 | 37 | 87,705 |
| % CHANGE | 35.1% | -17.6% |
| RECORD YEAR | 2011 (50) | 2009 (159,401) |

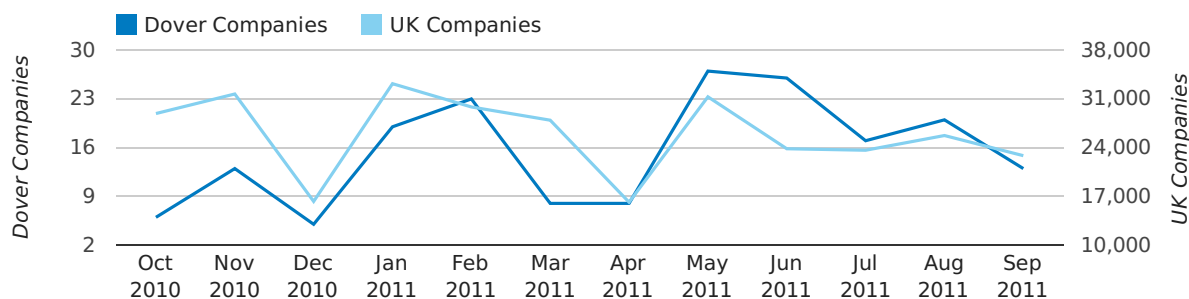
dissolved companies by quarter



Monthly Data (Jul, Aug & Sep 2011)

August 2011 saw a new record in company closures in Dover when compared to any previous August.

dissolved companies by month



| | JULY | AUGUST | SEPTEMBER |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 17 | 20 | 13 |
| CLOSED COMPANIES IN 2010 | 12 | 15 | 10 |
| % CHANGE | 41.7% | 33.3% | 30% |
| RECORD YEAR | 2003 (17) | 2011 (20) | 2009 (23) |

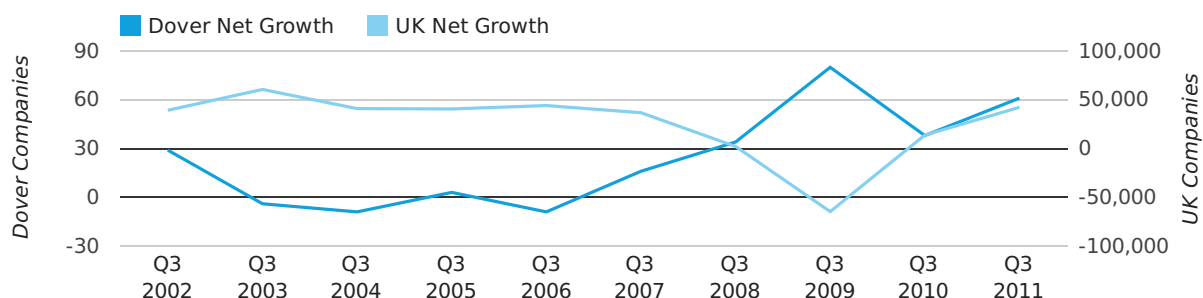
Quarterly Data (Q3 Jul-Sep 2011)

Net company growth for Dover during the third quarter of 2011 (Jul 2011 - Sep 2011) was 61 companies.

This represents an increase of 60.5% on the same period last year.

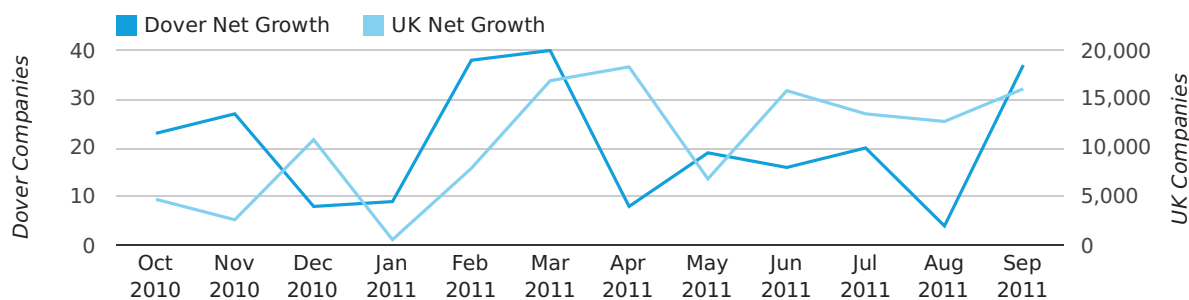
| THIRD QUARTER (JUL 2011 - SEP 2011) | DOVER | UK |
|-------------------------------------|-----------|---------------|
| 2011 | 61 | 42,282 |
| 2010 | 38 | 13,787 |
| % CHANGE | 60.5% | 206.7% |
| RECORD YEAR | 2009 (80) | 2003 (60,597) |

net growth by quarter



Monthly Data (Jul, Aug & Sep 2011)

net growth by month



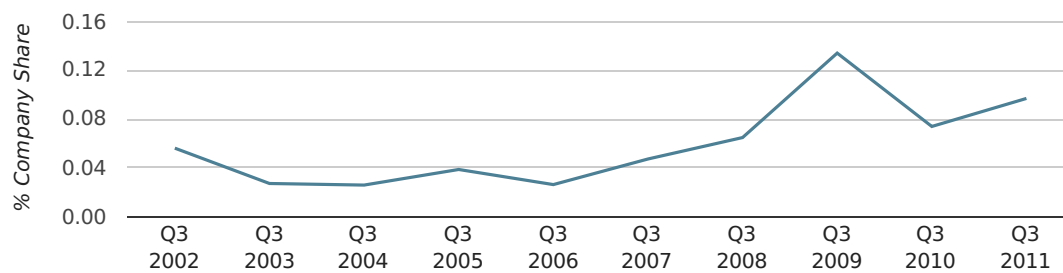
| | JULY | AUGUST | SEPTEMBER |
|--------------------|-----------|-----------|-----------|
| NET GROWTH IN 2011 | 20 | 4 | 37 |
| NET GROWTH IN 2010 | 6 | 17 | 15 |
| % CHANGE | 233.3% | -76.5% | 146.7% |
| RECORD YEAR | 2009 (25) | 2002 (18) | 2009 (41) |

Quarterly Data (Q3 Jul-Sep 2011)

In the third quarter of 2011, Dover formed 0.1% of all UK companies.

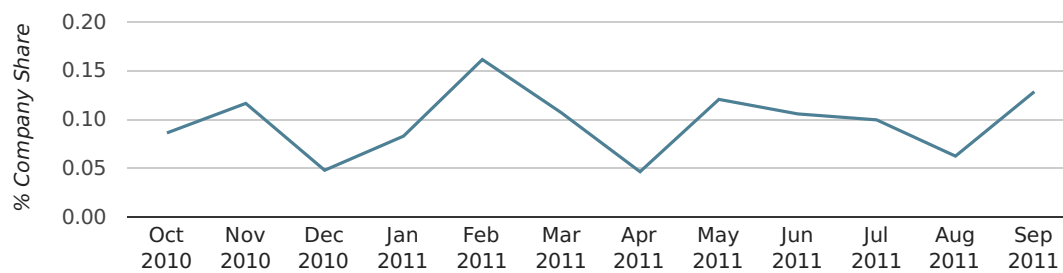
| THIRD QUARTER (JUL 2011 - SEP 2011) | DOVER |
|-------------------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.1% |
| 2008 | 0.1% |
| 2007 | 0.0% |
| RECORD YEAR (SINCE 1960) | 1970 (0.2%) |

company share by quarter



Monthly Data (Jul, Aug & Sep 2011)

company share by month



| | JULY | AUGUST | SEPTEMBER |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.1% | 0.1% | 0.1% |
| UK FORMATION SHARE IN 2010 | 0.1% | 0.1% | 0.1% |
| % CHANGE | 87.9% | -36.9% | 80.7% |
| RECORD YEAR | 1969 (0.2%) | 1967 (0.2%) | 1974 (0.3%) |

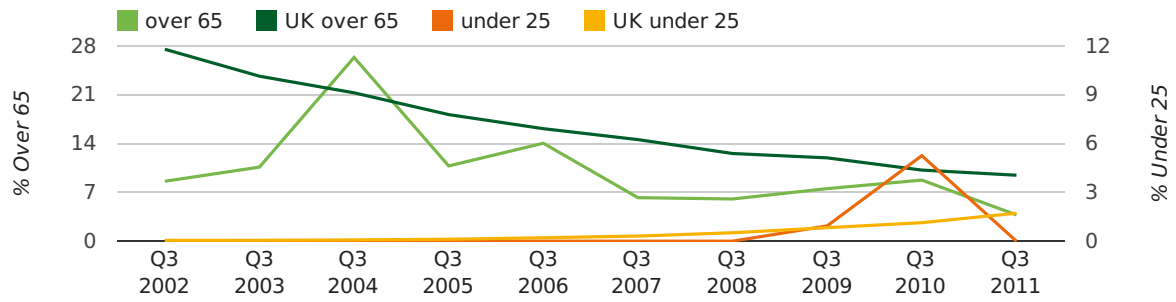
Quarterly Data (Q3 Jul-Sep 2011)

The average age of a director in the third quarter of 2011 was 46.7.

The percentage of directors under the age of 25 was 0.0% compared to the UK figure of 4.0%.

The percentage of directors over the age of 65 was 3.8% compared to the UK figure of 4.1%.

director age by quarter

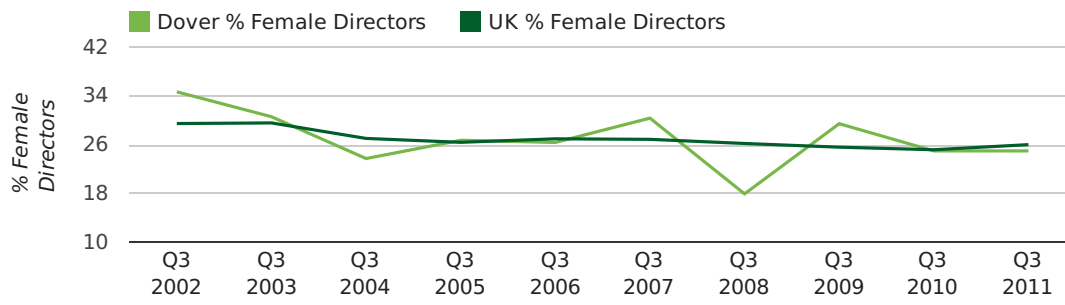


Quarterly Data (Q3 Jul-Sep 2011)

The record third quarter for female directors in Dover was in 1862 when 50.0% of all directors were female.

25.0% of all director appointments in Dover in the third quarter of 2011 were female. This compares to a UK average of 26.0% for the same period.

director gender by quarter



Previous 12 months (Sep 2010-Sep 2011)

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

| WORD | PERCENTAGE | UK WORD | UK PERCENTAGE |
|----------------|------------|--------------|---------------|
| SEU | 27.96% | CONSULTING | 5.11% |
| INVEST | 14.58% | MANAGEMENT | 4.75% |
| EUC | 3.60% | CONSULTANCY | 3.19% |
| EUCV | 3.60% | PROPERTY | 2.41% |
| PLC | 3.60% | TRADING | 2.06% |
| BUSINESS | 3.43% | DESIGN | 1.94% |
| BELGIUM | 2.92% | ASSOCIATES | 1.85% |
| TRADING | 2.06% | BUSINESS | 1.82% |
| EUROPE | 1.72% | CONSULTANTS | 1.76% |
| CONSTRUCTION | 1.54% | ENGINEERING | 1.74% |
| CONSTRUCT | 1.37% | MEDIA | 1.72% |
| ALL | 1.20% | CONSTRUCTION | 1.72% |
| MANAGEMENT | 1.03% | LONDON | 1.63% |
| DOVER | 1.03% | J | 1.47% |
| COMMUNITY | 1.03% | GLOBAL | 1.46% |
| M | 1.03% | INVESTMENTS | 1.43% |
| EXPRESS | 0.86% | CARE | 1.42% |
| GARDEN | 0.86% | IT | 1.38% |
| KENT | 0.86% | BUILDING | 1.30% |
| DE | 0.86% | PROPERTIES | 1.28% |
| INTERNATIONALE | 0.86% | ELECTRICAL | 1.27% |
| GROUPE | 0.69% | M | 1.25% |
| OMEGA | 0.69% | ENERGY | 1.22% |
| D | 0.69% | TRAINING | 1.21% |
| TRANS | 0.69% | S | 1.21% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| 7487 - Other business activities | 179 | 65,177 |
| 99999 - Dormant Company | 166 | 18,281 |
| None Supplied | 144 | 204,493 |
| 7499 - Non-trading company | 22 | 11,543 |
| 9999 - Dormant Company | 18 | 22,587 |
| 82990 - Other business support service activities not elsewhere classified | 9 | 29,245 |
| 7260 - Other computer related activities | 7 | 8,686 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 7 | 7,551 |
| 4521 - General construction & civil engineering | 7 | 6,321 |
| 9305 - Other service activities | 6 | 10,525 |
| 7222 - Other software consultancy and supply | 6 | 8,345 |
| 7414 - Business & management consultancy | 5 | 14,755 |
| 70229 - Management consultancy activities other than financial management | 4 | 15,760 |
| 4541 - Plastering | 4 | 381 |
| 43390 - Other building completion and finishing | 4 | 2,545 |
| 43999 - Other specialised construction activities not elsewhere classified | 4 | 2,917 |
| 52290 - Other transportation support activities | 3 | 372 |
| 5530 - Restaurants | 3 | 5,640 |
| 4545 - Other building completion | 3 | 2,731 |
| 62020 - Information technology consultancy activities | 3 | 10,137 |