

Dover

2011 annual business confidence report



headlines

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

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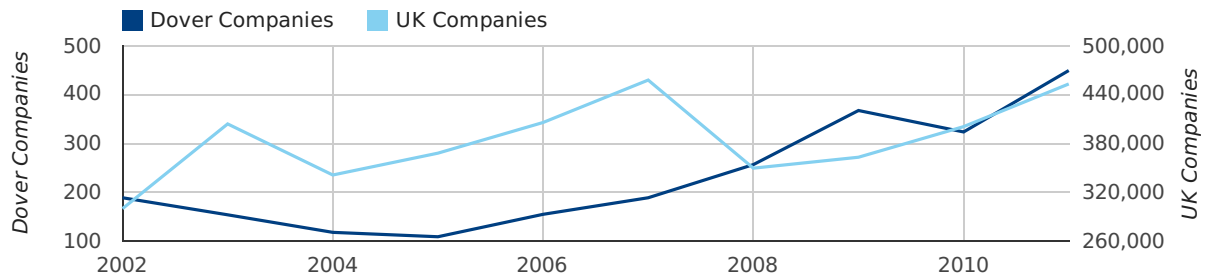
Annual Data (2011)

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

A total of 449 companies were formed in Dover in 2011. This total is 39.0% higher than in 2010 and compares poorly to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	DOVER	UK
2011	449	452,870
2010	323	400,358
2009	367	362,675
2008	256	349,203
2007	188	457,649
RECORD YEAR	2011 (449)	2007 (457,649)

new companies by year



Half Year Data (Jul-Dec 2011)

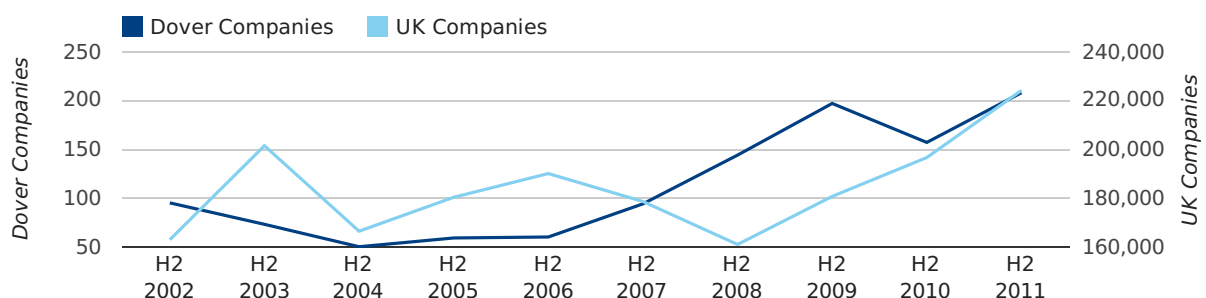
The second half of 2011 saw a new record in company registrations in Dover when compared to any previous second half year.

In the second half of 2011 a total of 208 companies were formed in Dover. This figure is 32.5% higher than last year, which compares well to the UK wide figure of 14.0%.

The highest total for a second half year in Dover occurred in 2011 when a total of 208 were formed.

HALF YEAR (JUL-DEC)	DOVER	UK
2011	208	224,135
2010	157	196,609
% CHANGE	32.5%	14.0%
RECORD YEAR	2011 (208)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

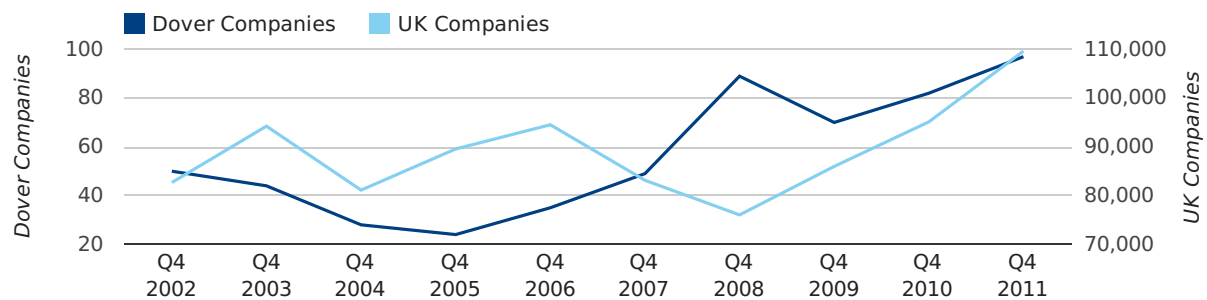
Q4 2011 saw a new record in company registrations in Dover when compared to any previous Q4.

A total of 97 companies were registered in Dover during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 18.3% versus the same period last year (Q4 2010). This figure compares equally to the UK as a whole, which saw an increase of 15.3% against the same period last year.

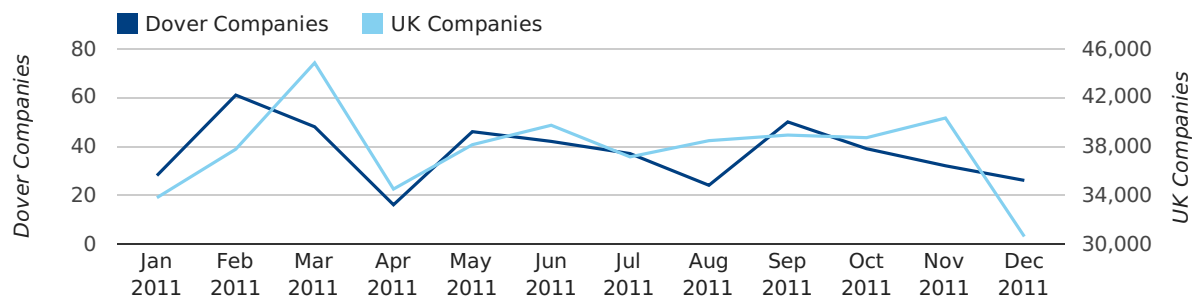
FOURTH QUARTER (OCT 2011 - DEC 2011)	DOVER	UK
2011	97	109,623
2010	82	95,117
% CHANGE	18.3%	15.3%
RECORD YEAR	2011 (97)	2011 (109,623)

new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

new companies by month



	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	39	32	26
NEW COMPANIES IN 2010	29	40	13
% CHANGE	34.5%	-20.0%	100.0%
RECORD YEAR	2008 (41)	2010 (40)	2008 (32)

Annual Data (2011)

2011 was a record year for company closures in Dover when compared to any year in history.

A total of 216 companies were dissolved in Dover in 2011. This total is 50.0% higher than in 2010 and compares favourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	DOVER	UK
2011	216	314,523
2010	144	342,232
2009	177	533,773
2008	78	237,901
2007	121	220,295
RECORD YEAR	2011 (216)	2009 (533,773)

dissolved companies by year



Half Year Data (Jul-Dec 2011)

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

In the second half of 2011 a total of 105 companies were dissolved in Dover. This figure is 72.1% higher than last year, which compares badly to the UK wide change of -7.5%.

The highest total for a second half year in Dover occurred in 2011 when a total of 105 were closed.

HALF YEAR (JUL-DEC)	DOVER	UK
2011	105	152,213
2010	61	164,601
% CHANGE	72.1%	-7.5%
RECORD YEAR	2011 (105)	2009 (244,537)

dissolved companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

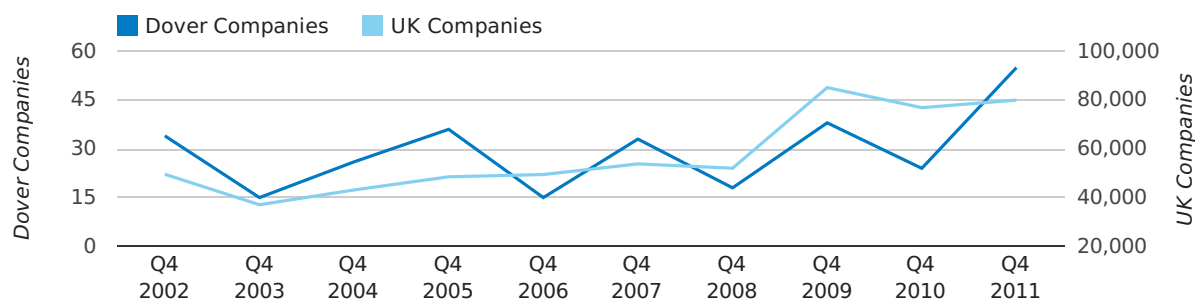
Q4 2011 saw a new record in company closures in Dover when compared to any previous Q4.

A total of 55 companies were dissolved in Dover during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 129.2% 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)	DOVER	UK
2011	55	79,983
2010	24	76,896
% CHANGE	129.2%	4.0%
RECORD YEAR	2011 (55)	2009 (85,136)

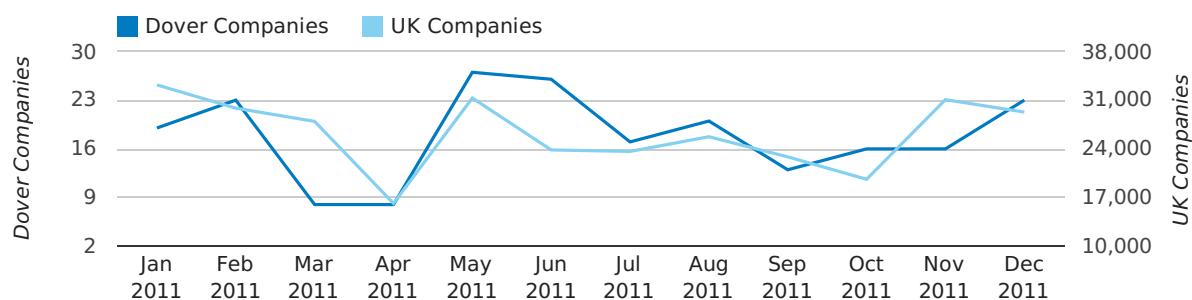
dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	16	16	23
CLOSED COMPANIES IN 2010	6	13	5
% CHANGE	166.7%	23.1%	360%
RECORD YEAR	2007 (17)	2005 (19)	2011 (23)

Annual Data (2011)

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

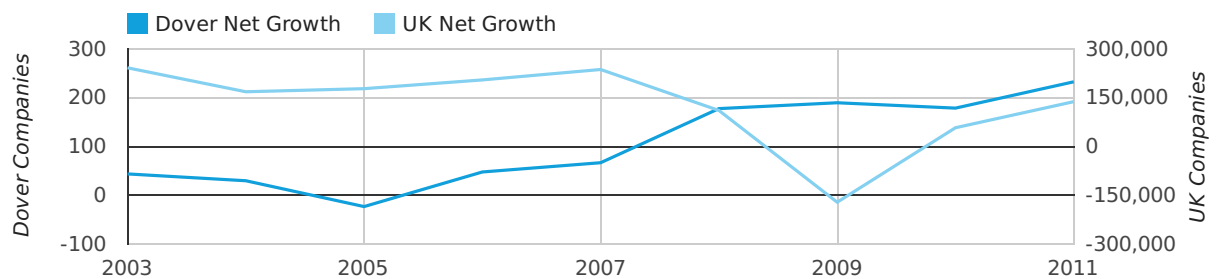
A total of 233 companies were added to the company register for Dover in 2011. This number represents growth of 72.1% which compares favourably to the UK figure of 34.6%.

This number is 54 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2011 when the Dover company register grew by 233 companies.

YEAR	DOVER	UK
2011	233	138,347
2010	179	58,126
2009	190	-171,098
2008	178	111,302
2007	67	237,354
RECORD YEAR	2011 (233)	2003 (242,543)

net growth by year

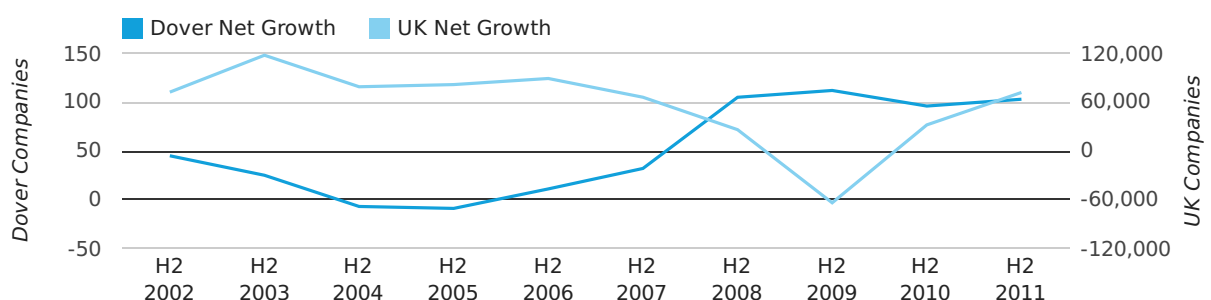


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Dover increased by 103 companies. This figure is 7.3% higher than last year, which compares badly to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	DOVER	UK
2011	103	71,922
2010	96	32,008
% CHANGE	7.3%	124.7%
RECORD YEAR	2009 (112)	2003 (117,772)

net growth by half year



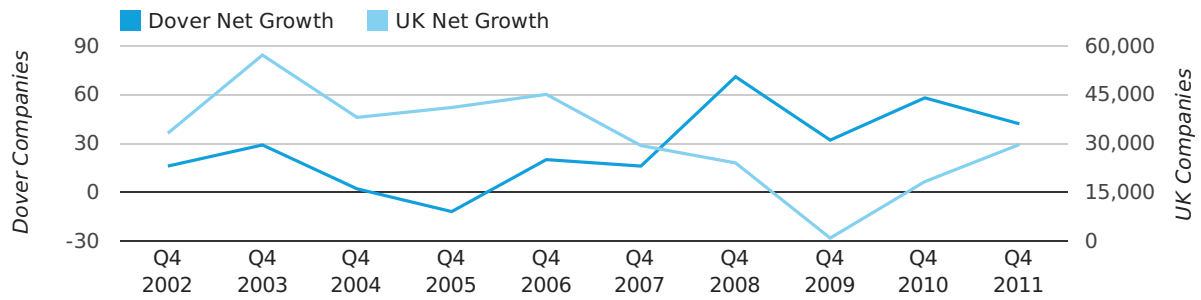
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Dover during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 42 companies.

This represents a decrease of 27.6% on the same period last year.

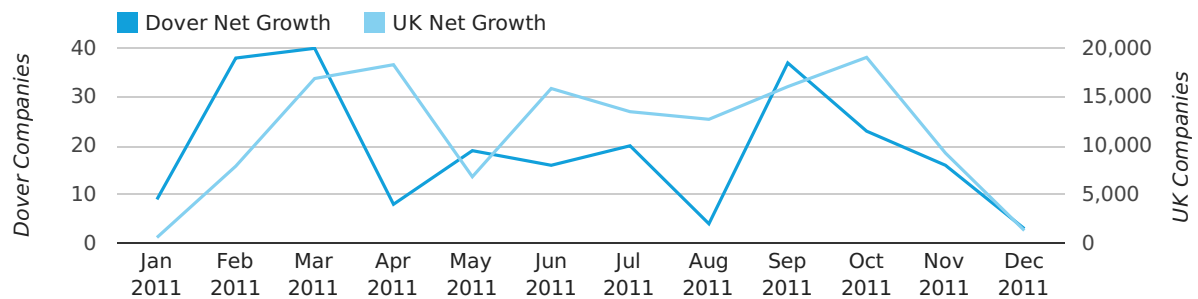
FOURTH QUARTER (OCT 2011 - DEC 2011)	DOVER	UK
2011	42	29,640
2010	58	18,221
% CHANGE	-27.6%	62.7%
RECORD YEAR	2008 (71)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



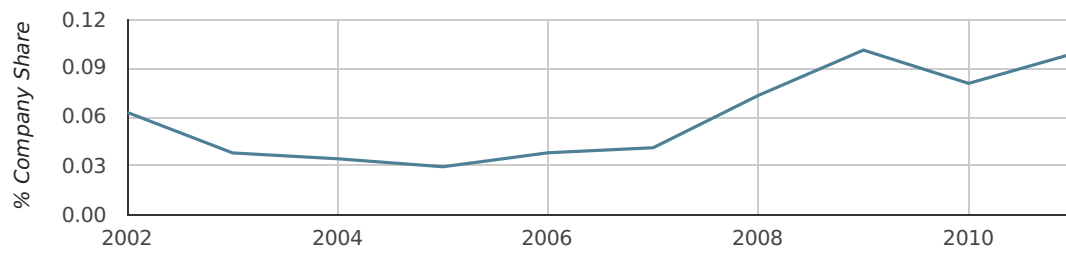
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	23	16	3
NET GROWTH IN 2010	23	27	8
% CHANGE	0.0%	-40.7%	-62.5%
RECORD YEAR	2008 (39)	2010 (27)	2008 (21)

Annual Data (2011)

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

YEAR	DOVER
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.0%
RECORD YEAR (SINCE 1960)	2009 (0.1%)

company share by year

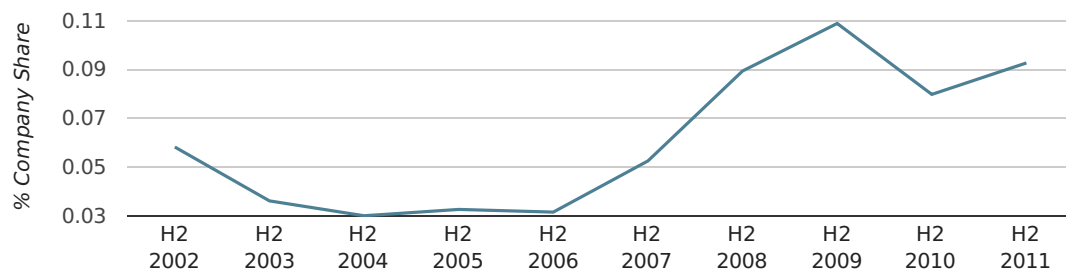


Half Year Data (Jul-Dec 2011)

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

HALF YEAR (JUL-DEC)	DOVER
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	2009 (0.1%)

company share by half year

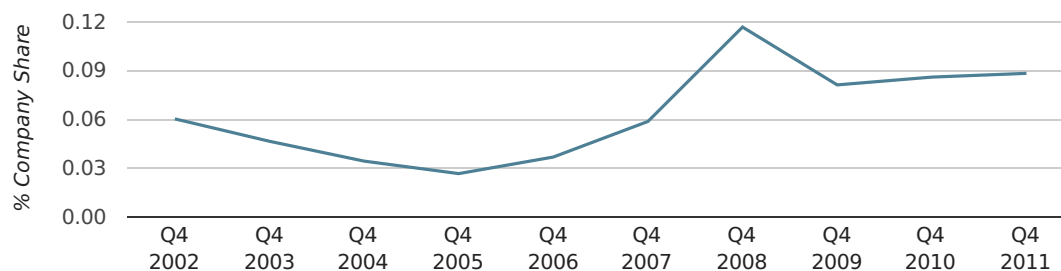


Quarterly Data (Q4 Oct-Dec 2011)

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

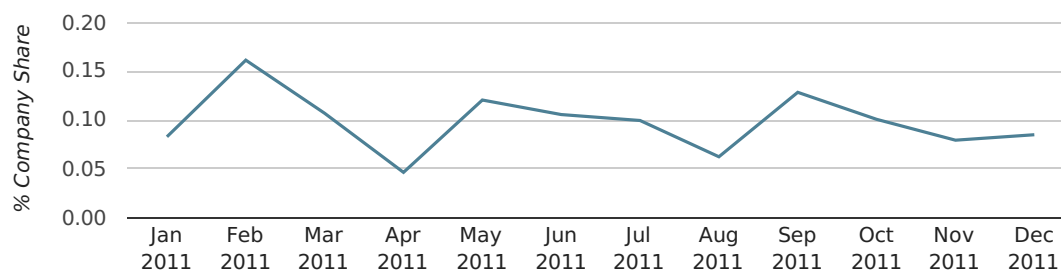
FOURTH QUARTER (OCT 2011 - DEC 2011)	DOVER
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1968 (0.1%)

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



	OCTOBER	NOVEMBER	DECEMBER
UK FORMATION SHARE IN 2011	0.1%	0.1%	0.1%
UK FORMATION SHARE IN 2010	0.1%	0.1%	0.0%
% CHANGE	16.9%	-31.8%	77.5%
RECORD YEAR	1966 (0.2%)	1968 (0.5%)	1960 (0.3%)

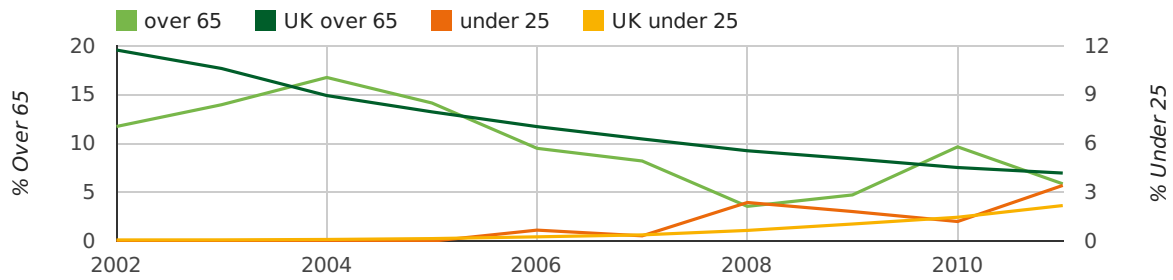
Annual Data (2011)

The average age of a director in 2011 was 47.5.

The percentage of directors under the age of 25 was 3.4% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 5.9% compared to the UK figure of 4.2%.

director age by year



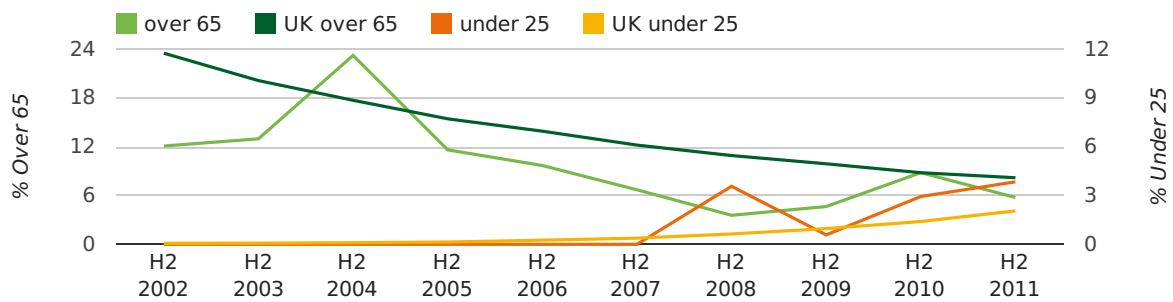
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 46.8.

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 5.8% compared to the UK figure of 4.1%.

director age by half year



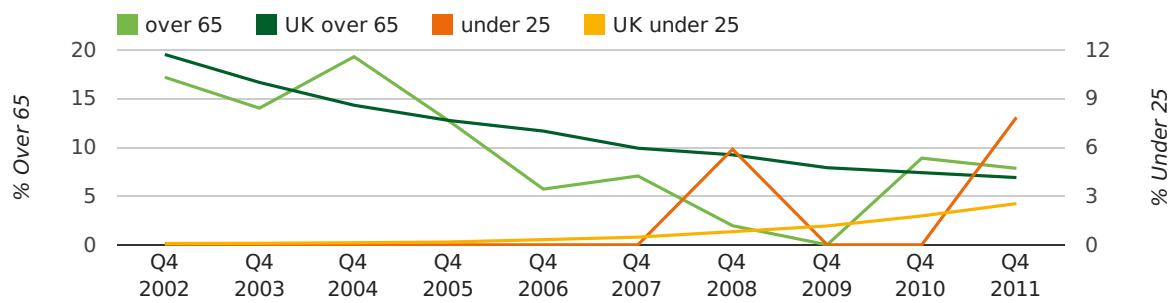
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 46.9.

The percentage of directors under the age of 25 was 7.8% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 7.8% compared to the UK figure of 4.1%.

director age by quarter

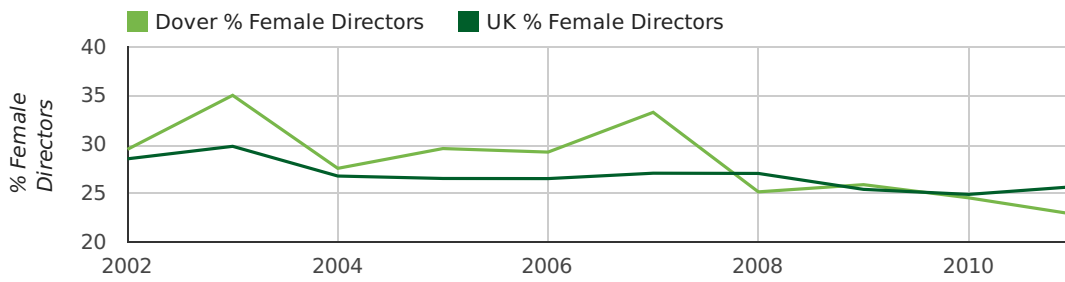


Annual Data (2011)

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

The percentage of female directors in Dover in 2011 was 29.5%. The average for the UK during this time was 28.6%

director gender by year

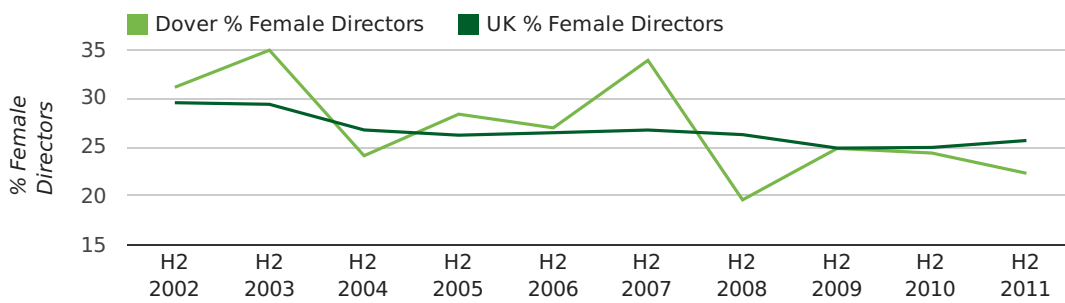


Half Year Data (Jul-Dec 2011)

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

22.3% of all director appointments in Dover 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

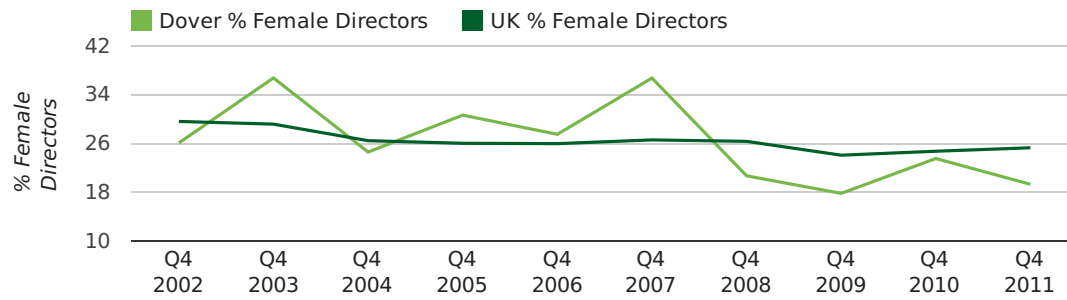


Quarterly Data (Q4 Oct-Dec 2011)

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

19.3% of all director appointments in Dover 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
SEU	27.27%	CONSULTING	5.07%
INVEST	14.81%	MANAGEMENT	4.74%
EUC	4.21%	CONSULTANCY	3.26%
PLC	3.54%	PROPERTY	2.37%
EUCV	3.20%	TRADING	2.07%
BELGIUM	3.20%	DESIGN	1.92%
BUSINESS	2.86%	ASSOCIATES	1.86%
CONSTRUCT	2.02%	ENGINEERING	1.78%
TRADING	1.85%	BUSINESS	1.78%
EUROPE	1.85%	CONSULTANTS	1.76%
MANAGEMENT	1.35%	CONSTRUCTION	1.73%
CONSTRUCTION	1.35%	MEDIA	1.71%
DOVER	1.18%	LONDON	1.63%
INTERNATIONALE	1.01%	J	1.51%
COMMUNITY	1.01%	INVESTMENTS	1.48%
EXPRESS	0.84%	GLOBAL	1.46%
M	0.84%	IT	1.41%
LA	0.84%	CARE	1.39%
ALL	0.84%	PROPERTIES	1.29%
DESIGN	0.84%	ELECTRICAL	1.29%
SERVICE	0.84%	M	1.27%
JARDIN	0.67%	BUILDING	1.26%
GARDEN	0.67%	ENERGY	1.25%
REJOINTOYAGE	0.67%	S	1.20%
S	0.67%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
99999 - Dormant Company	195	21,846
7487 - Other business activities	151	57,052
None Supplied	151	205,525
7499 - Non-trading company	21	9,957
9999 - Dormant Company	11	20,199
74909 - Other professional, scientific and technical activities not elsewhere classified	7	8,671
82990 - Other business support service activities not elsewhere classified	7	32,483
7260 - Other computer related activities	7	7,667
4521 - General construction & civil engineering	7	5,558
9305 - Other service activities	6	9,492
7222 - Other software consultancy and supply	5	7,398
70229 - Management consultancy activities other than financial management	5	17,765
7414 - Business & management consultancy	5	13,034
43390 - Other building completion and finishing	4	2,832
62020 - Information technology consultancy activities	4	12,072
4541 - Plastering	4	327
41100 - Development of building projects	4	4,331
62012 - Business and domestic software development	3	3,714
96090 - Other service activities not elsewhere classified	3	11,768
7450 - Labour recruitment	3	1,864