

Dover

q1 2012 business confidence report



headlines

- January 2012 saw a new record in company registrations in Dover when compared to any previous January.
- January 2012 saw a new record in net growth in Dover when compared to any previous January.

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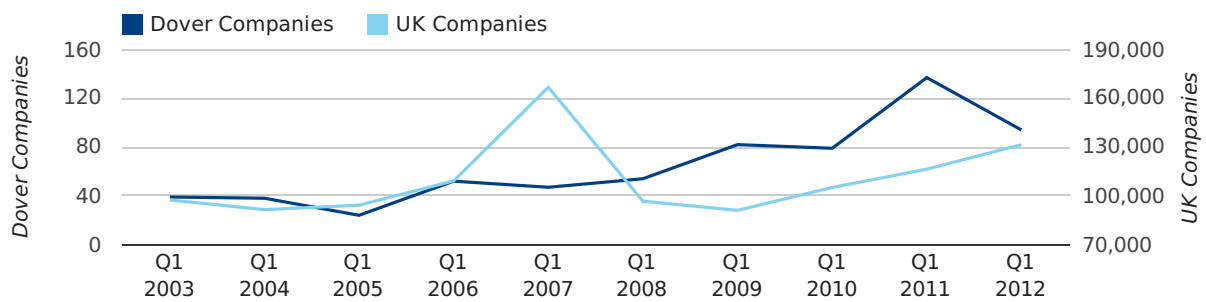
Quarterly Data (Q1 Jan-Mar 2012)

A total of 94 companies were registered in Dover during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 31.4% versus the same period last year (Q1 2011). This figure compares badly 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)	DOVER	UK
2012	94	131,491
2011	137	116,391
% CHANGE	-31.4%	13.0%
RECORD YEAR	2011 (137)	2007 (166,814)

new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

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

new companies by month



	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	47	20	27
NEW COMPANIES IN 2011	28	61	48
% CHANGE	67.9%	-67.2%	-43.8%
RECORD YEAR	2012 (47)	2011 (61)	2011 (48)

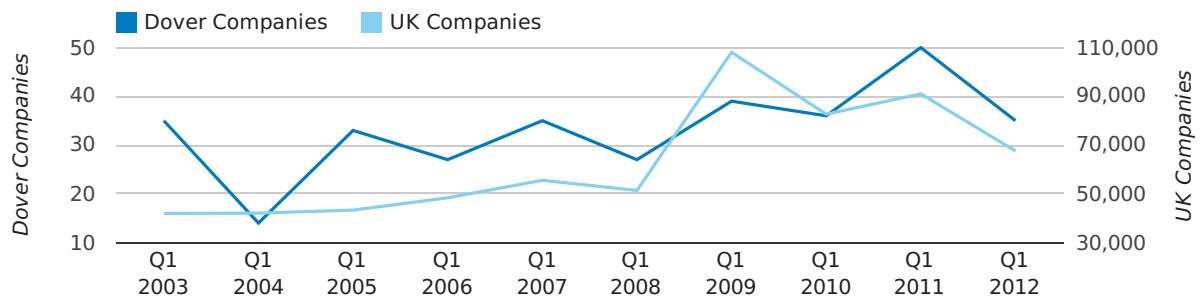
Quarterly Data (Q1 Jan-Mar 2012)

A total of 35 companies were dissolved in Dover during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 30.0% 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.

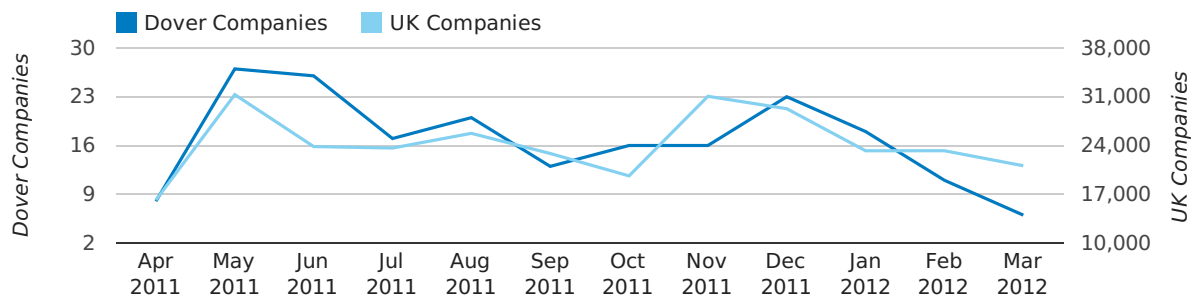
FIRST QUARTER (JAN 2012 - MAR 2012)	DOVER	UK
2012	35	67,576
2011	50	90,986
% CHANGE	-30.0%	-25.7%
RECORD YEAR	2011 (50)	2009 (108,060)

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

dissolved companies by month



	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	18	11	6
CLOSED COMPANIES IN 2011	19	23	8
% CHANGE	-5.3%	-52.2%	-25%
RECORD YEAR	2011 (19)	2011 (23)	2009 (29)

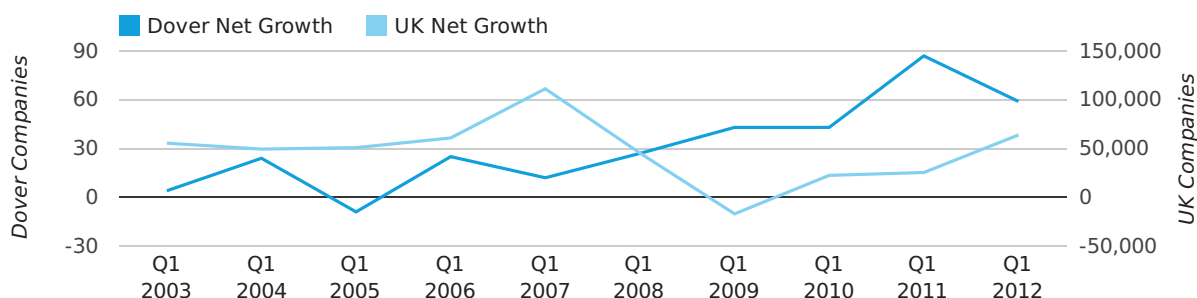
Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Dover during the first quarter of 2012 (Jan 2012 - Mar 2012) was 59 companies.

This represents a decrease of 32.2% on the same period last year.

FIRST QUARTER (JAN 2012 - MAR 2012)	DOVER	UK
2012	59	63,915
2011	87	25,405
% CHANGE	-32.2%	151.6%
RECORD YEAR	2011 (87)	2007 (111,282)

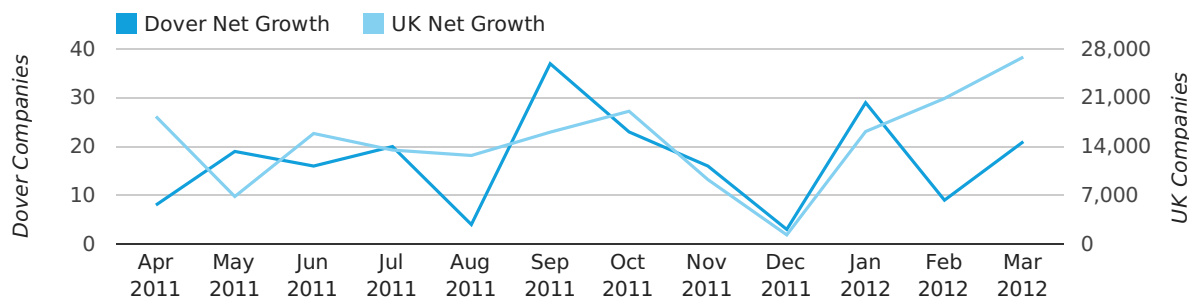
net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

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

net growth by month



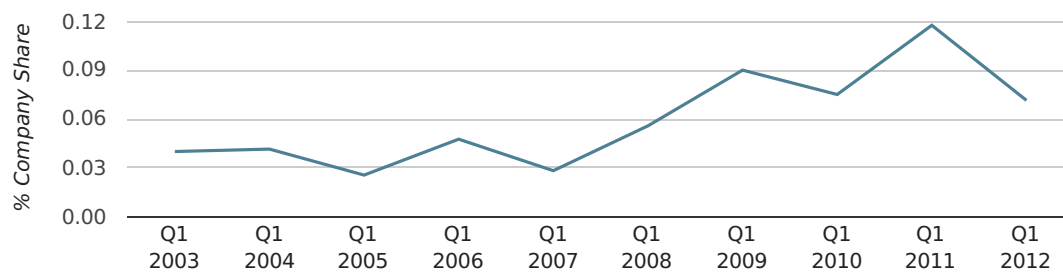
	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	29	9	21
NET GROWTH IN 2011	9	38	40
% CHANGE	222.2%	-76.3%	-47.5%
RECORD YEAR	2012 (29)	2011 (38)	2011 (40)

Quarterly Data (Q1 Jan-Mar 2012)

In the first quarter of 2012, Dover formed 0.1% of all UK companies.

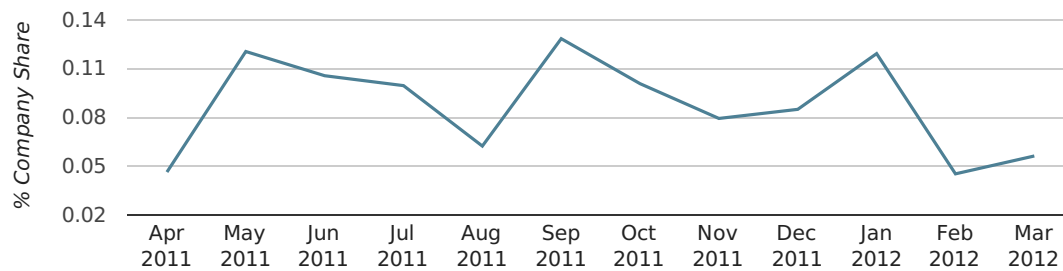
FIRST QUARTER (JAN 2012 - MAR 2012)	DOVER
2012	0.1%
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
RECORD YEAR (SINCE 1960)	1966 (0.2%)

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.1%	0.0%	0.1%
UK FORMATION SHARE IN 2011	0.1%	0.2%	0.1%
% CHANGE	43.9%	-72.0%	-47.4%
RECORD YEAR	1968 (0.3%)	1964 (0.3%)	1966 (0.3%)

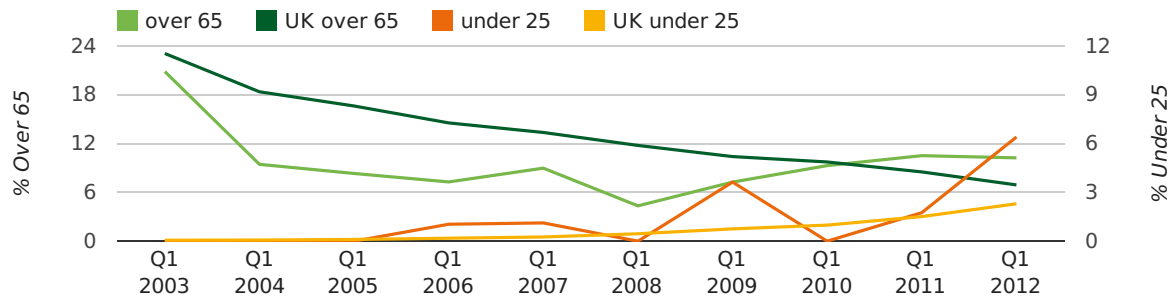
Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 46.7.

The percentage of directors under the age of 25 was 6.4% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 10.3% compared to the UK figure of 3.5%.

director age by quarter

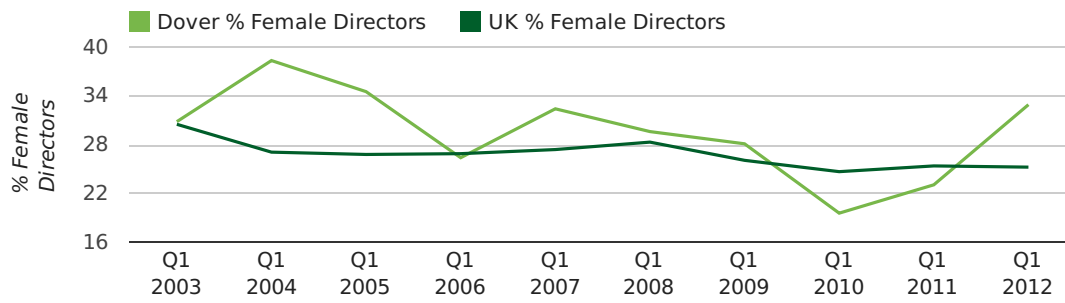


Quarterly Data (Q1 Jan-Mar 2012)

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

32.9% of all director appointments in Dover 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
SEU	25.35%	CONSULTING	5.07%
INVEST	15.07%	MANAGEMENT	4.74%
EUC	4.96%	CONSULTANCY	3.30%
PLC	3.19%	PROPERTY	2.37%
CONSTRUCT	2.48%	TRADING	2.07%
BELGIUM	1.95%	DESIGN	1.93%
BUSINESS	1.77%	ENGINEERING	1.86%
EUROPE	1.77%	ASSOCIATES	1.84%
EUCV	1.42%	CONSULTANTS	1.79%
DOVER	1.42%	BUSINESS	1.73%
CONSTRUCTION	1.24%	MEDIA	1.72%
TRADING	1.06%	CONSTRUCTION	1.72%
INTERNATIONALE	1.06%	LONDON	1.66%
TRADE	0.89%	J	1.54%
DESIGN	0.89%	INVESTMENTS	1.51%
MANAGEMENT	0.89%	GLOBAL	1.50%
KENT	0.71%	IT	1.40%
S	0.71%	CARE	1.34%
D	0.71%	PROPERTIES	1.31%
COMMUNITY	0.71%	ELECTRICAL	1.27%
REJOINTOYAGE	0.71%	M	1.27%
SERVICE	0.71%	BUILDING	1.24%
JARDIN	0.71%	ENERGY	1.20%
CONSULTING	0.71%	S	1.20%
LA	0.53%	ENTERPRISES	1.19%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
99999 - Dormant Company	215	25,084
None Supplied	199	216,665
7487 - Other business activities	130	52,735
7499 - Non-trading company	21	9,102
9999 - Dormant Company	11	18,617
82990 - Other business support service activities not elsewhere classified	8	35,233
4521 - General construction & civil engineering	7	5,169
74909 - Other professional, scientific and technical activities not elsewhere classified	7	9,892
9305 - Other service activities	6	8,818
7260 - Other computer related activities	6	7,154
85590 - Other education not elsewhere classified	5	2,786
7222 - Other software consultancy and supply	5	6,934
70229 - Management consultancy activities other than financial management	5	19,704
7414 - Business & management consultancy	5	12,113
62020 - Information technology consultancy activities	5	14,303
49410 - Freight transport by road	4	2,781
4541 - Plastering	4	303
41100 - Development of building projects	4	4,984
43390 - Other building completion and finishing	4	3,228
4545 - Other building completion	3	2,196