

Folkestone

2011 annual business confidence report



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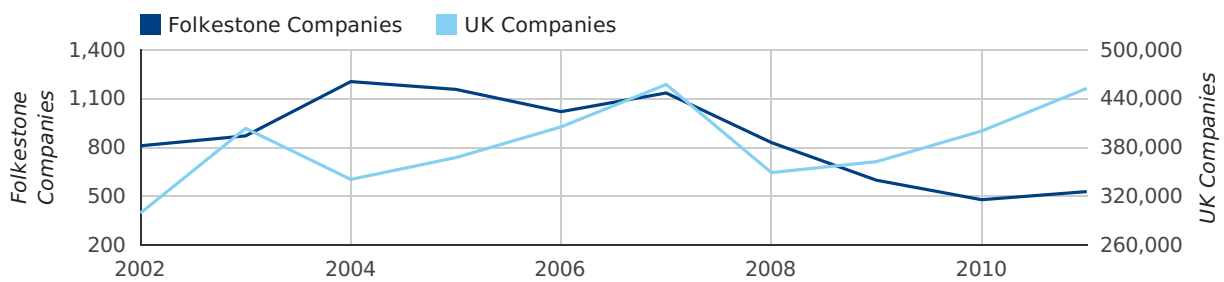
sic data

Annual Data (2011)

A total of 529 companies were formed in Folkestone in 2011. This total is 10.4% higher than in 2010 and compares equally to the UK figure of a 13.1% growth compared to 400,358 the previous year.

| YEAR | FOLKESTONE | UK |
|-------------|--------------|----------------|
| 2011 | 529 | 452,870 |
| 2010 | 479 | 400,358 |
| 2009 | 599 | 362,675 |
| 2008 | 831 | 349,203 |
| 2007 | 1,136 | 457,649 |
| RECORD YEAR | 2004 (1,206) | 2007 (457,649) |

new companies by year



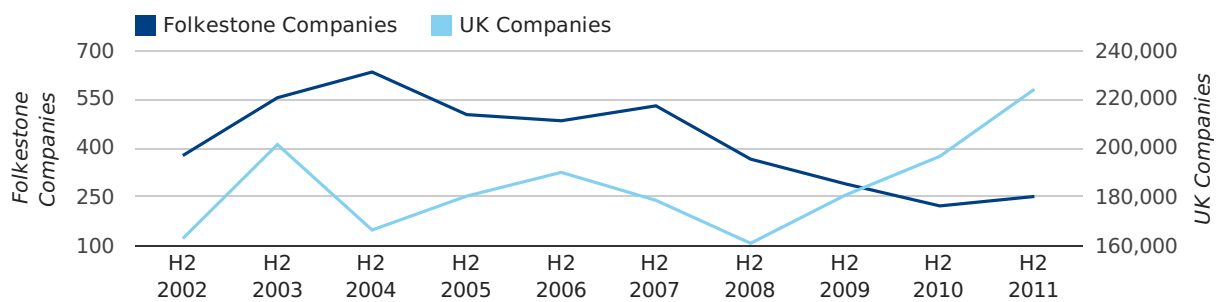
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 251 companies were formed in Folkestone. This figure is 13.1% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Folkestone occurred in 2004 when a total of 634 were formed.

| HALF YEAR (JUL-DEC) | FOLKESTONE | UK |
|---------------------|------------|----------------|
| 2011 | 251 | 224,135 |
| 2010 | 222 | 196,609 |
| % CHANGE | 13.1% | 14.0% |
| RECORD YEAR | 2004 (634) | 2011 (224,135) |

new companies by half year



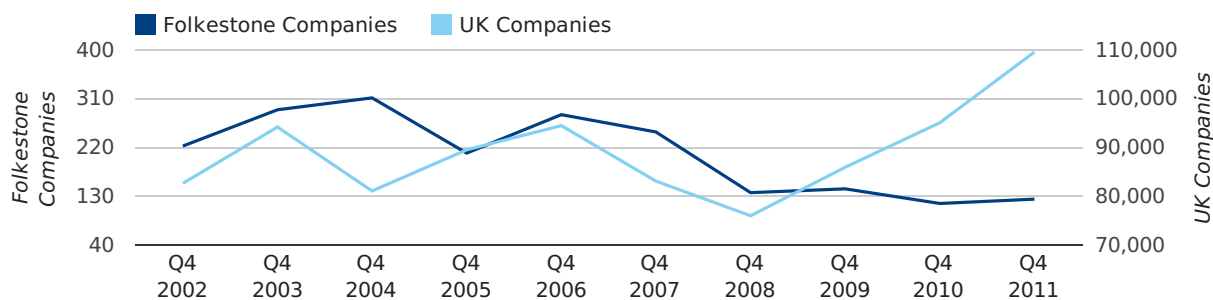
Quarterly Data (Q4 Oct-Dec 2011)

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

This figure is an increase of 6.8% 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.

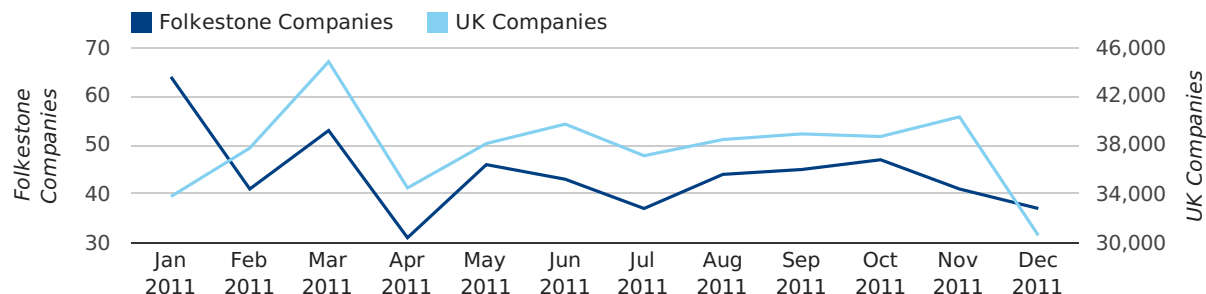
| FOURTH QUARTER (OCT 2011 - DEC 2011) | FOLKESTONE | UK |
|--------------------------------------|------------|----------------|
| 2011 | 125 | 109,623 |
| 2010 | 117 | 95,117 |
| % CHANGE | 6.8% | 15.3% |
| RECORD YEAR | 2004 (312) | 2011 (109,623) |

new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

new companies by month



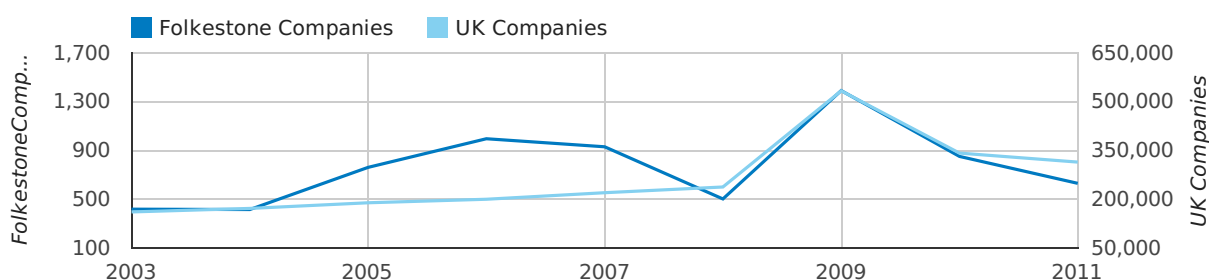
| | OCTOBER | NOVEMBER | DECEMBER |
|-----------------------|------------|------------|------------|
| NEW COMPANIES IN 2011 | 47 | 41 | 37 |
| NEW COMPANIES IN 2010 | 49 | 34 | 34 |
| % CHANGE | -4.1% | 20.6% | 8.8% |
| RECORD YEAR | 2006 (133) | 2004 (150) | 2003 (123) |

Annual Data (2011)

A total of 631 companies were dissolved in Folkestone in 2011. This total is 25.9% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

| YEAR | FOLKESTONE | UK |
|-------------|--------------|----------------|
| 2011 | 631 | 314,523 |
| 2010 | 852 | 342,232 |
| 2009 | 1,392 | 533,773 |
| 2008 | 503 | 237,901 |
| 2007 | 931 | 220,295 |
| RECORD YEAR | 2009 (1,392) | 2009 (533,773) |

dissolved companies by year



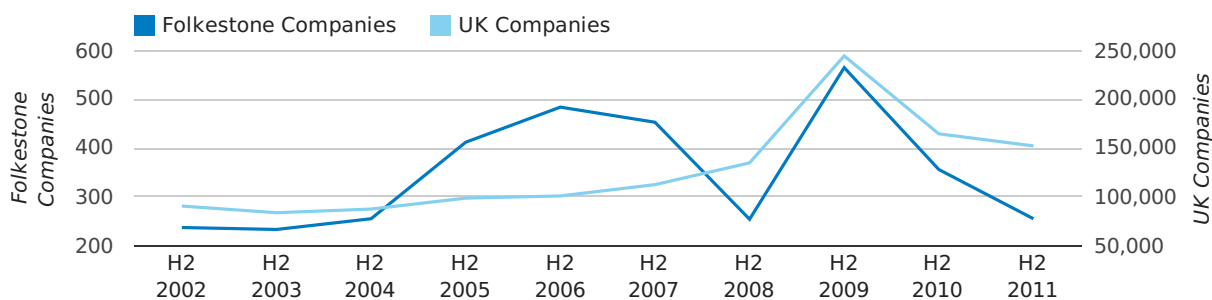
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 255 companies were dissolved in Folkestone. This figure is 28.4% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Folkestone occurred in 2009 when a total of 565 were closed.

| HALF YEAR (JUL-DEC) | FOLKESTONE | UK |
|---------------------|------------|----------------|
| 2011 | 255 | 152,213 |
| 2010 | 356 | 164,601 |
| % CHANGE | -28.4% | -7.5% |
| RECORD YEAR | 2009 (565) | 2009 (244,537) |

dissolved companies by half year



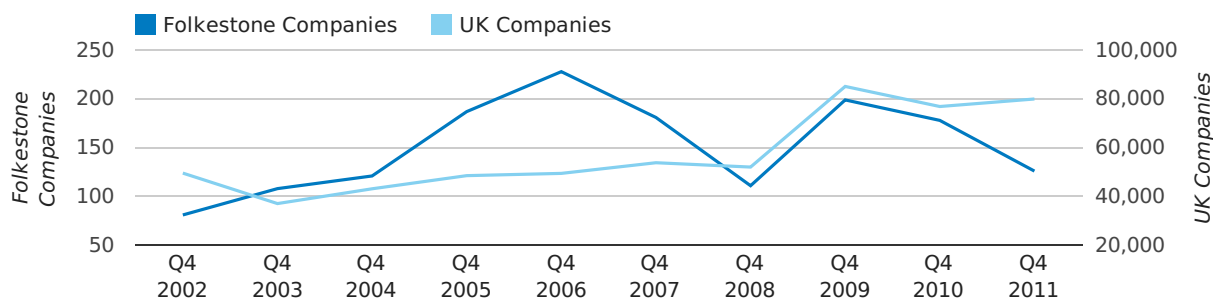
Quarterly Data (Q4 Oct-Dec 2011)

A total of 126 companies were dissolved in Folkestone during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is a decrease of 29.2% 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.

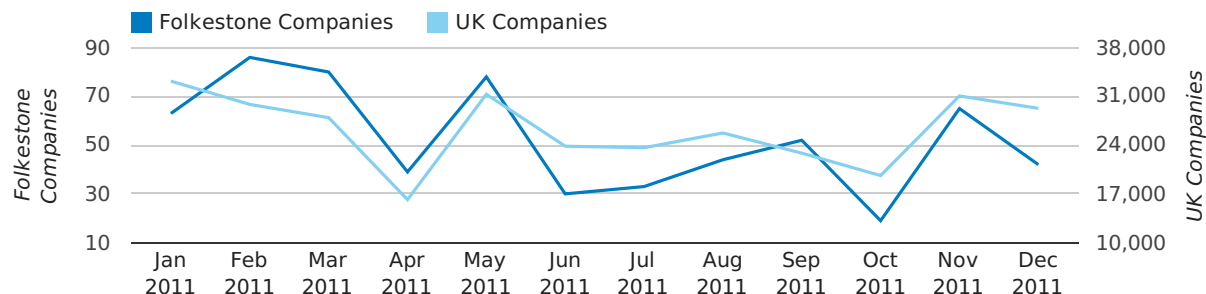
| FOURTH QUARTER (OCT 2011 - DEC 2011) | FOLKESTONE | UK |
|--------------------------------------|------------|---------------|
| 2011 | 126 | 79,983 |
| 2010 | 178 | 76,896 |
| % CHANGE | -29.2% | 4.0% |
| RECORD YEAR | 2006 (228) | 2009 (85,136) |

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

dissolved companies by month



| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 19 | 65 | 42 |
| CLOSED COMPANIES IN 2010 | 60 | 91 | 27 |
| % CHANGE | -68.3% | -28.6% | 56% |
| RECORD YEAR | 2006 (98) | 2005 (92) | 2008 (77) |

Annual Data (2011)

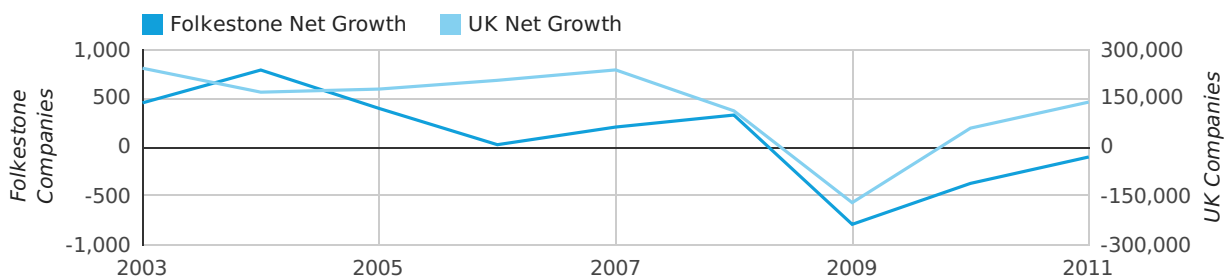
A total of -102 companies were removed to the company register for Folkestone in 2011. This number represents decline of 21.3% which compares unfavourably to the UK figure of 34.6%.

This number is 271 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2004 when the Folkestone company register grew by 790 companies.

| YEAR | FOLKESTONE | UK |
|-------------|------------|----------------|
| 2011 | -102 | 138,347 |
| 2010 | -373 | 58,126 |
| 2009 | -793 | -171,098 |
| 2008 | 328 | 111,302 |
| 2007 | 205 | 237,354 |
| RECORD YEAR | 2004 (790) | 2003 (242,543) |

net growth by year

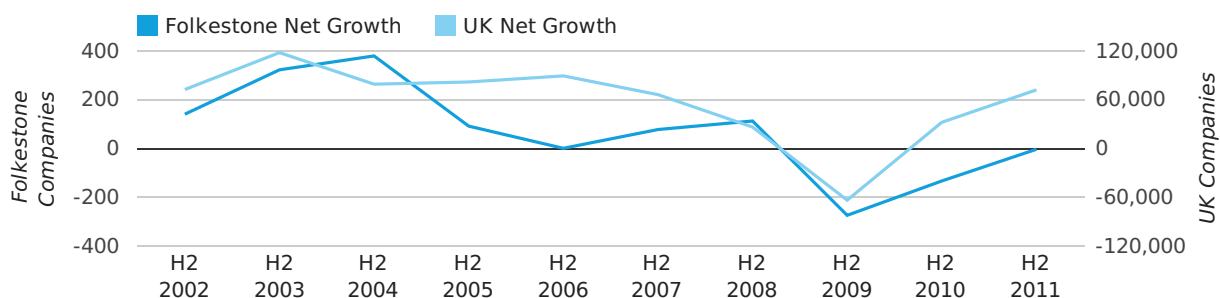


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Folkestone decreased by 4 companies. This figure is 97.0% lower than last year, which compares badly to a UK increase of 124.7%.

| HALF YEAR (JUL-DEC) | FOLKESTONE | UK |
|---------------------|------------|----------------|
| 2011 | -4 | 71,922 |
| 2010 | -134 | 32,008 |
| % CHANGE | -97.0% | 124.7% |
| RECORD YEAR | 2004 (379) | 2003 (117,772) |

net growth by half year



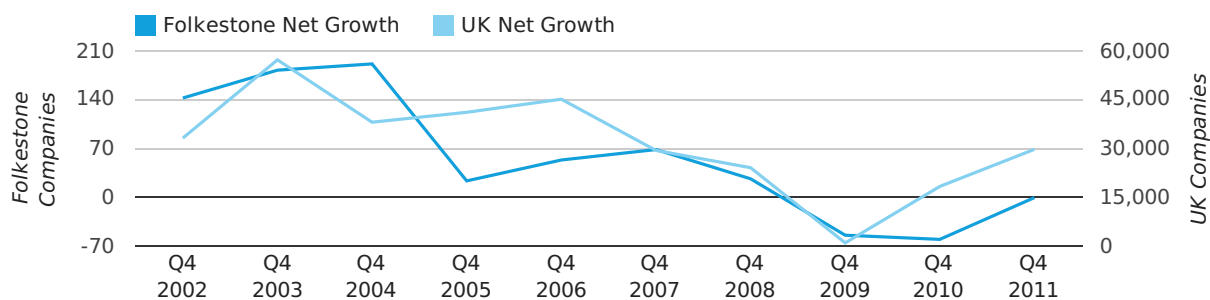
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Folkestone during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was -1 companies.

This represents an increase of 98.4% on the same period last year.

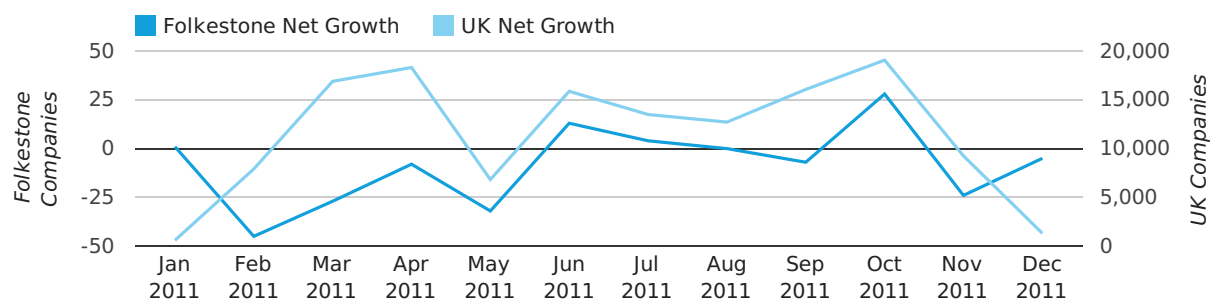
| FOURTH QUARTER (OCT 2011 - DEC 2011) | FOLKESTONE | UK |
|--------------------------------------|------------|---------------|
| 2011 | -1 | 29,640 |
| 2010 | -61 | 18,221 |
| % CHANGE | -98.4% | 62.7% |
| RECORD YEAR | 2004 (191) | 2003 (57,175) |

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



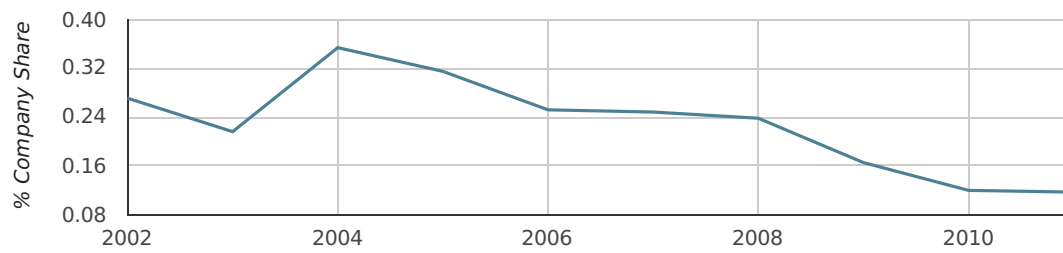
| | OCTOBER | NOVEMBER | DECEMBER |
|--------------------|-----------|------------|------------|
| NET GROWTH IN 2011 | 28 | -24 | -5 |
| NET GROWTH IN 2010 | -11 | -57 | 7 |
| % CHANGE | -354.5% | -57.9% | -171.4% |
| RECORD YEAR | 2003 (90) | 2004 (106) | 2003 (103) |

Annual Data (2011)

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

| YEAR | FOLKESTONE |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.2% |
| RECORD YEAR (SINCE 1960) | 2004 (0.4%) |

company share by year

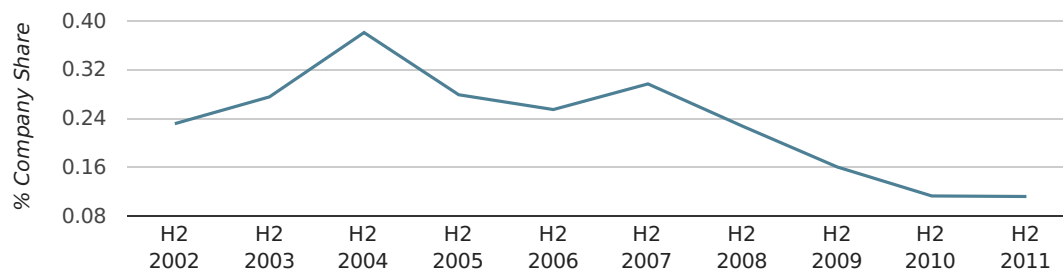


Half Year Data (Jul-Dec 2011)

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

| HALF YEAR (JUL-DEC) | FOLKESTONE |
|--------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.3% |
| RECORD YEAR (SINCE 1960) | 2004 (0.4%) |

company share by half year

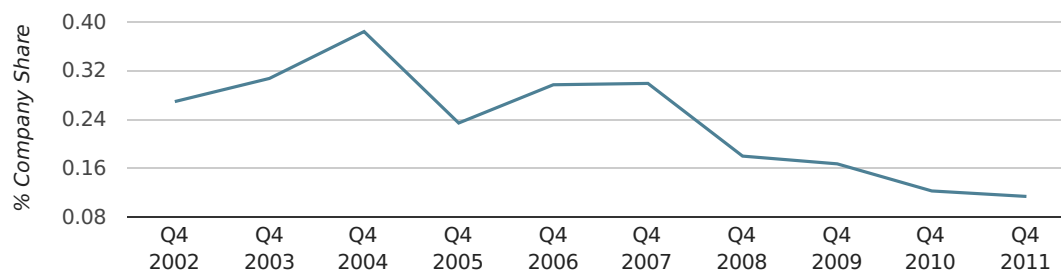


Quarterly Data (Q4 Oct-Dec 2011)

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

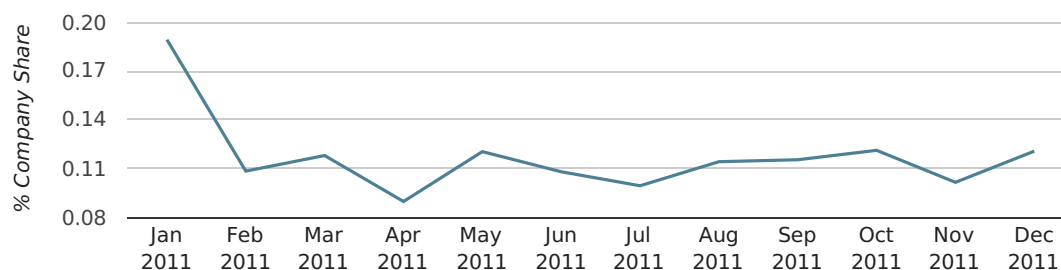
| FOURTH QUARTER (OCT 2011 - DEC 2011) | FOLKESTONE |
|--------------------------------------|-------------|
| 2011 | 0.1% |
| 2010 | 0.1% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.3% |
| RECORD YEAR (SINCE 1960) | 2004 (0.4%) |

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 | -16.7% | 2.7% | -3.5% |
| RECORD YEAR | 1966 (0.5%) | 2004 (0.5%) | 1997 (0.6%) |

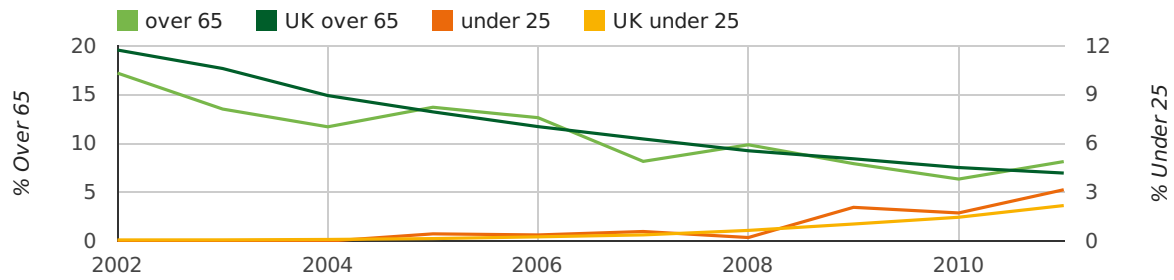
Annual Data (2011)

The average age of a director in 2011 was 46.4.

The percentage of directors under the age of 25 was 3.2% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 8.2% compared to the UK figure of 4.2%.

director age by year



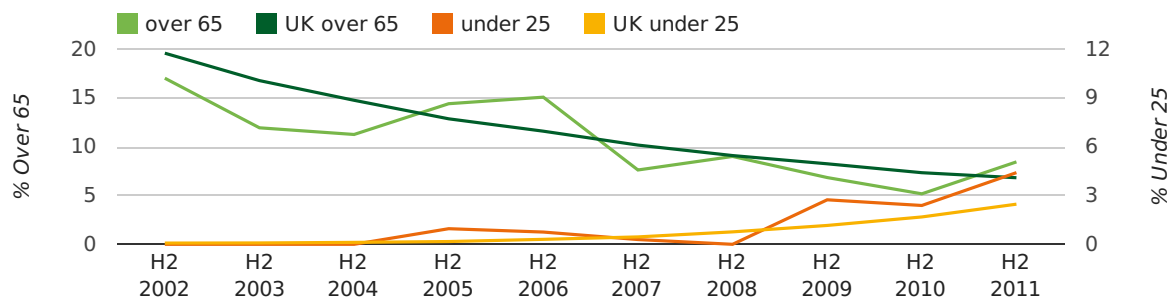
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 46.2.

The percentage of directors under the age of 25 was 4.4% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 8.5% compared to the UK figure of 4.1%.

director age by half year



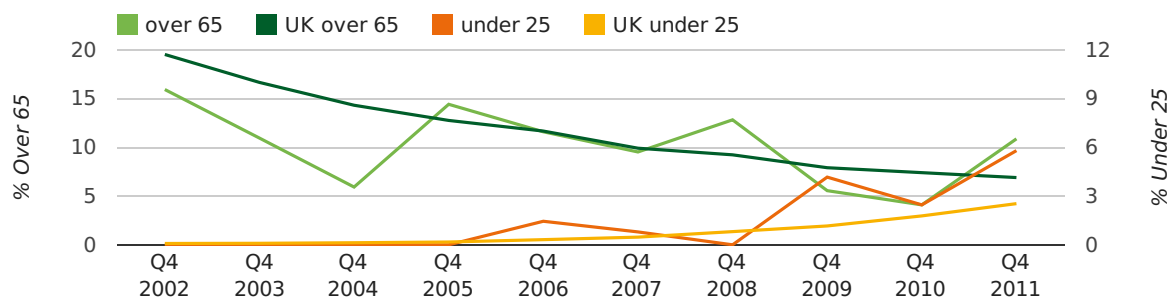
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 46.5.

The percentage of directors under the age of 25 was 5.8% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 10.9% compared to the UK figure of 4.1%.

director age by quarter

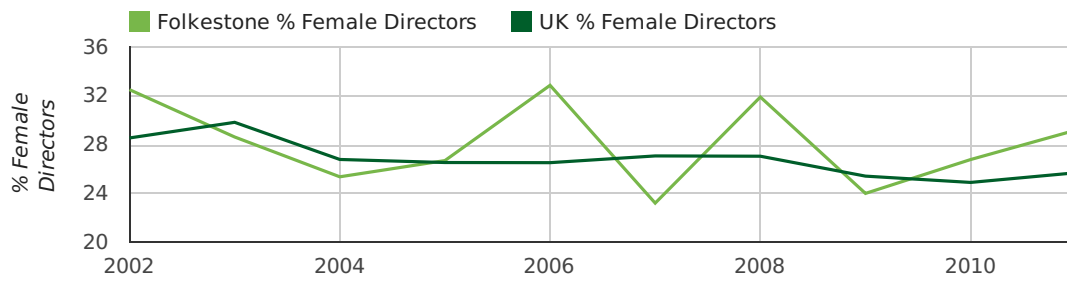


Annual Data (2011)

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

The percentage of female directors in Folkestone in 2011 was 32.5%. The average for the UK during this time was 28.6%

director gender by year

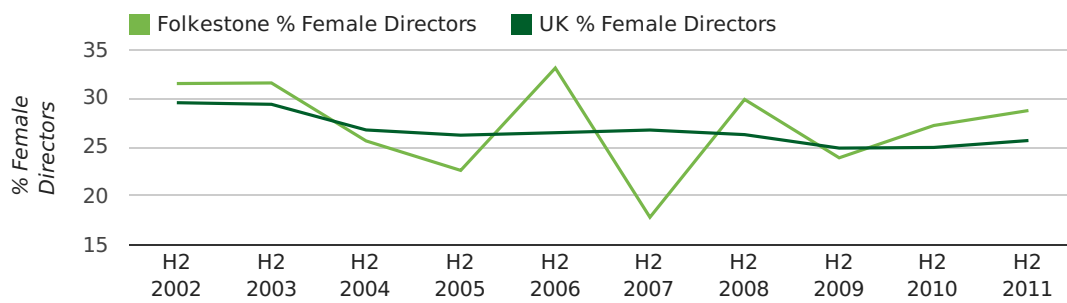


Half Year Data (Jul-Dec 2011)

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

28.8% of all director appointments in Folkestone 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

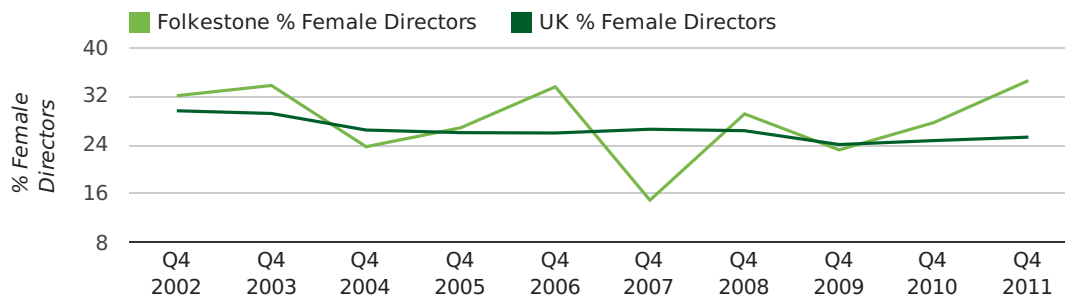


Quarterly Data (Q4 Oct-Dec 2011)

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

34.6% of all director appointments in Folkestone 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 |
|--------------|------------|--------------|---------------|
| MANAGEMENT | 2.18% | CONSULTING | 5.07% |
| CONSULTING | 1.09% | MANAGEMENT | 4.74% |
| GLOBAL | 1.09% | CONSULTANCY | 3.26% |
| CONSTRUCTION | 0.98% | PROPERTY | 2.37% |
| CONSULTANCY | 0.98% | TRADING | 2.07% |
| - | 0.87% | DESIGN | 1.92% |
| (KENT) | 0.76% | ASSOCIATES | 1.86% |
| IT | 0.76% | ENGINEERING | 1.78% |
| HOLDING | 0.76% | BUSINESS | 1.78% |
| TRADING | 0.76% | CONSULTANTS | 1.76% |
| DESIGN | 0.65% | CONSTRUCTION | 1.73% |
| TRANSPORT | 0.54% | MEDIA | 1.71% |
| SERVICE | 0.54% | LONDON | 1.63% |
| CONSULTANTS | 0.54% | J | 1.51% |
| M | 0.54% | INVESTMENTS | 1.48% |
| ASSOCIATES | 0.44% | GLOBAL | 1.46% |
| TRADE | 0.44% | IT | 1.41% |
| BUILDING | 0.44% | CARE | 1.39% |
| FOLKESTONE | 0.44% | PROPERTIES | 1.29% |
| PROPERTY | 0.44% | ELECTRICAL | 1.29% |
| SAFE | 0.44% | M | 1.27% |
| SECURITY | 0.44% | BUILDING | 1.26% |
| CYPRUS | 0.44% | ENERGY | 1.25% |
| KENT | 0.44% | S | 1.20% |
| SUPPLIES | 0.44% | ENTERPRISES | 1.20% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 436 | 205,525 |
| 7487 - Other business activities | 76 | 57,052 |
| 82990 - Other business support service activities not elsewhere classified | 50 | 32,483 |
| 74990 - Non-trading company | 34 | 8,929 |
| 49410 - Freight transport by road | 23 | 2,392 |
| 9999 - Dormant Company | 19 | 20,199 |
| 70229 - Management consultancy activities other than financial management | 15 | 17,765 |
| 99999 - Dormant Company | 15 | 21,846 |
| 6024 - Freight transport by road | 15 | 2,280 |
| 99000 - Activities of extraterritorial organizations and bodies | 14 | 187 |
| 4521 - General construction & civil engineering | 13 | 5,558 |
| 9305 - Other service activities | 12 | 9,492 |
| 7414 - Business & management consultancy | 11 | 13,034 |
| 7499 - Non-trading company | 8 | 9,957 |
| 7222 - Other software consultancy and supply | 8 | 7,398 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 8 | 8,671 |
| 98000 - Residents property management | 8 | 2,874 |
| 7260 - Other computer related activities | 7 | 7,667 |
| 7415 - Holding companies including head offices | 7 | 1,653 |
| 70100 - Activities of head offices | 7 | 2,662 |