

# Folkestone

q1 2012 business confidence report



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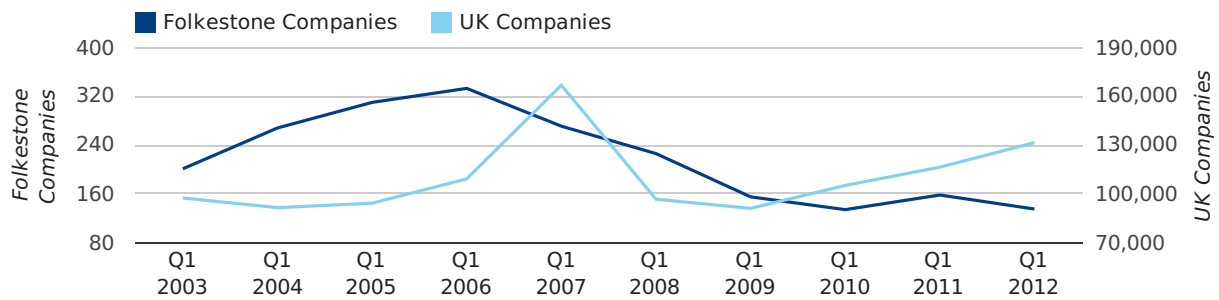
### Quarterly Data (Q1 Jan-Mar 2012)

A total of 135 companies were registered in Folkestone during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 14.6% 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.

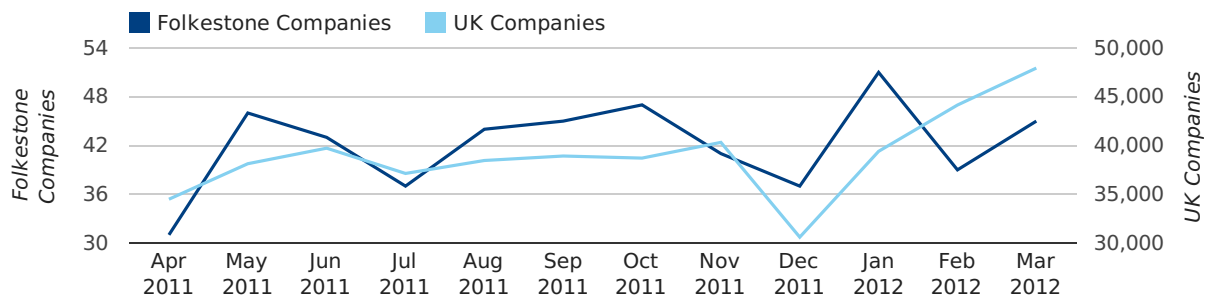
FIRST QUARTER (JAN 2012 - MAR 2012)	FOLKESTONE	UK
2012	135	131,491
2011	158	116,391
% CHANGE	-14.6%	13.0%
RECORD YEAR	2006 (333)	2007 (166,814)

### new companies by quarter



### Monthly Data (Jan, Feb & Mar 2012)

#### new companies by month



	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	51	39	45
NEW COMPANIES IN 2011	64	41	53
% CHANGE	-20.3%	-4.9%	-15.1%
RECORD YEAR	2004 (94)	2002 (190)	2005 (164)

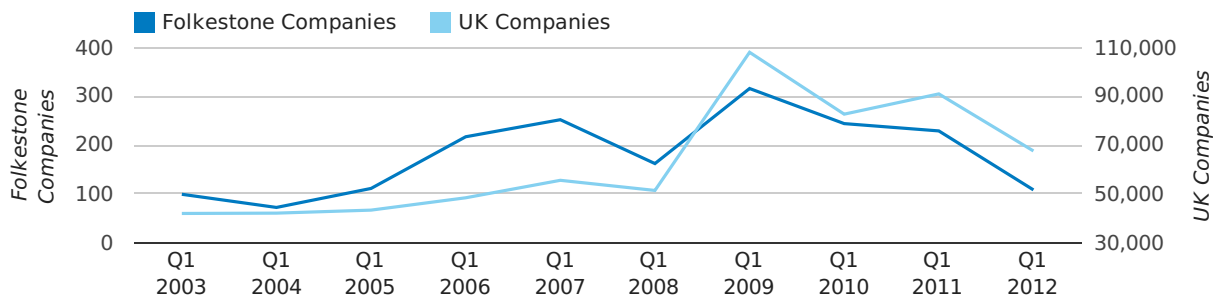
### Quarterly Data (Q1 Jan-Mar 2012)

A total of 108 companies were dissolved in Folkestone during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 52.8% 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.

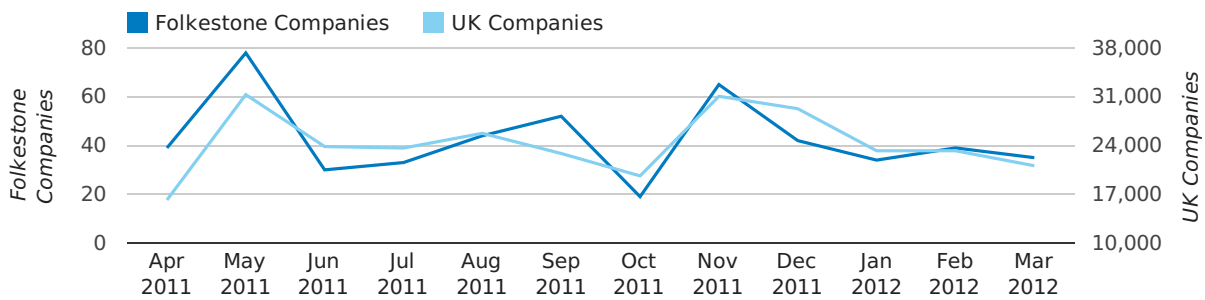
FIRST QUARTER (JAN 2012 - MAR 2012)	FOLKESTONE	UK
2012	108	67,576
2011	229	90,986
% CHANGE	-52.8%	-25.7%
RECORD YEAR	2009 (316)	2009 (108,060)

### dissolved companies by quarter



### Monthly Data (Jan, Feb & Mar 2012)

### dissolved companies by month



	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	34	39	35
CLOSED COMPANIES IN 2011	63	86	80
% CHANGE	-46.0%	-54.7%	-56%
RECORD YEAR	2007 (102)	2010 (95)	2009 (217)

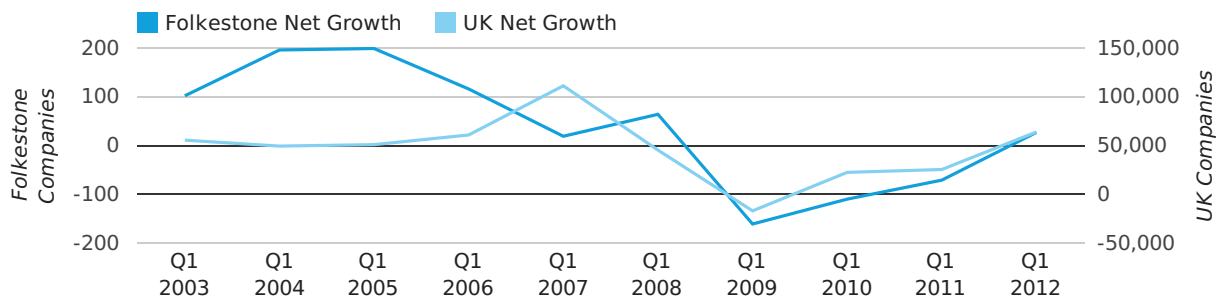
### Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Folkestone during the first quarter of 2012 (Jan 2012 - Mar 2012) was 27 companies.

This represents an increase of 138.0% on the same period last year.

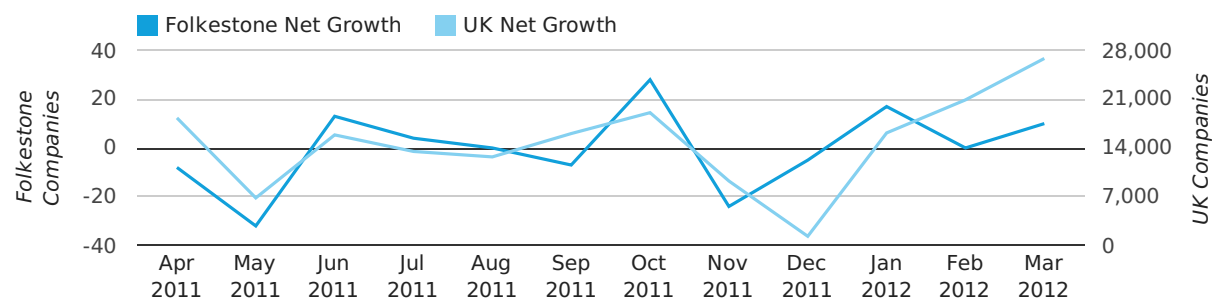
FIRST QUARTER (JAN 2012 - MAR 2012)	FOLKESTONE	UK
2012	27	63,915
2011	-71	25,405
% CHANGE	-138.0%	151.6%
RECORD YEAR	2005 (199)	2007 (111,282)

### net growth by quarter



### Monthly Data (Jan, Feb & Mar 2012)

### net growth by month



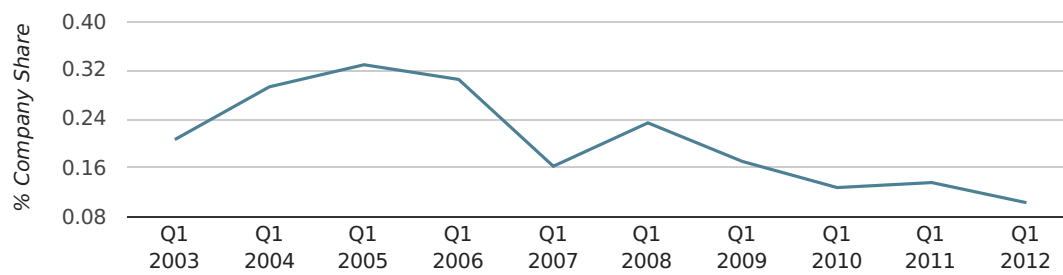
	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	17	0	10
NET GROWTH IN 2011	1	-45	-27
% CHANGE	1,600.0%	-100.0%	-137.0%
RECORD YEAR	1999 (72)	2002 (145)	2005 (129)

### Quarterly Data (Q1 Jan-Mar 2012)

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

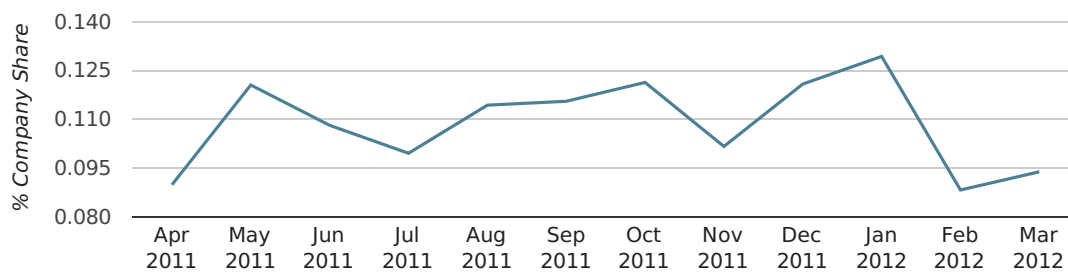
FIRST QUARTER (JAN 2012 - MAR 2012)	FOLKESTONE
2012	0.1%
2011	0.1%
2010	0.1%
2009	0.2%
2008	0.2%
RECORD YEAR (SINCE 1960)	2002 (0.5%)

### company share by quarter



### Monthly Data (Jan, Feb & Mar 2012)

### company share by month



	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.1%	0.1%	0.1%
UK FORMATION SHARE IN 2011	0.2%	0.1%	0.1%
% CHANGE	-31.7%	-18.7%	-20.6%
RECORD YEAR	1999 (0.6%)	2002 (0.9%)	1998 (0.6%)

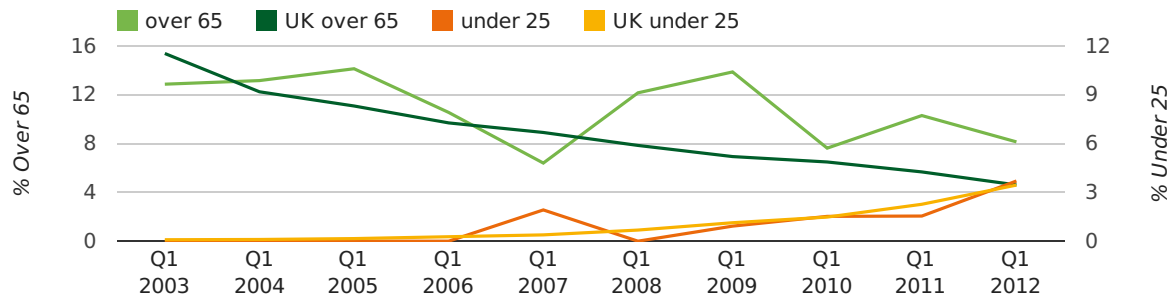
### Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 46.2.

The percentage of directors under the age of 25 was 3.7% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 8.1% compared to the UK figure of 3.5%.

#### director age by quarter

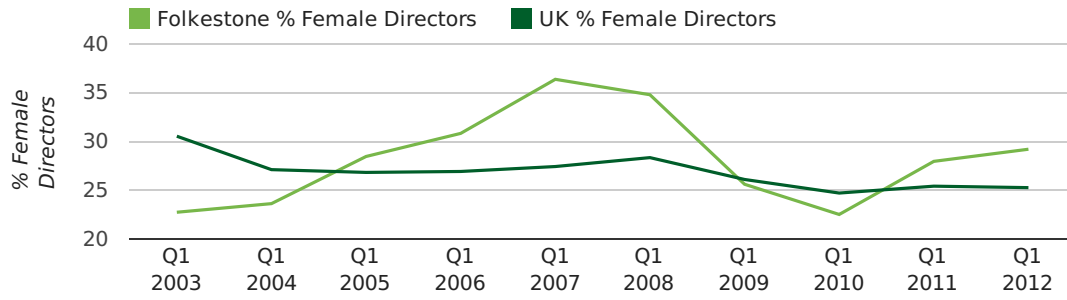


### Quarterly Data (Q1 Jan-Mar 2012)

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

29.2% of all director appointments in Folkestone 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
MANAGEMENT	1.93%	CONSULTING	5.07%
GLOBAL	1.25%	MANAGEMENT	4.74%
CONSULTING	1.14%	CONSULTANCY	3.30%
CONSULTANCY	1.14%	PROPERTY	2.37%
CONSTRUCTION	1.02%	TRADING	2.07%
TRADING	0.91%	DESIGN	1.93%
-	0.91%	ENGINEERING	1.86%
DESIGN	0.80%	ASSOCIATES	1.84%
(KENT)	0.80%	CONSULTANTS	1.79%
FOLKESTONE	0.80%	BUSINESS	1.73%
HOLDING	0.80%	MEDIA	1.72%
CYPRUS	0.68%	CONSTRUCTION	1.72%
ASSOCIATES	0.57%	LONDON	1.66%
TRADE	0.57%	J	1.54%
TRANSPORT	0.57%	INVESTMENTS	1.51%
SAFE	0.57%	GLOBAL	1.50%
DRIVER	0.57%	IT	1.40%
PROPERTY	0.57%	CARE	1.34%
SERVICE	0.57%	PROPERTIES	1.31%
SECURITY	0.57%	ELECTRICAL	1.27%
INVESTMENTS	0.57%	M	1.27%
IT	0.57%	BUILDING	1.24%
MAINTENANCE	0.45%	ENERGY	1.20%
TECHNOLOGIES	0.45%	S	1.20%
M	0.45%	ENTERPRISES	1.19%

## Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	440	216,665
7487 - Other business activities	69	52,735
82990 - Other business support service activities not elsewhere classified	55	35,233
74990 - Non-trading company	39	9,729
49410 - Freight transport by road	22	2,781
9999 - Dormant Company	16	18,617
6024 - Freight transport by road	15	2,121
99000 - Activities of extraterritorial organizations and bodies	14	192
70229 - Management consultancy activities other than financial management	13	19,704
99999 - Dormant Company	11	25,084
9305 - Other service activities	11	8,818
7414 - Business & management consultancy	11	12,113
4521 - General construction & civil engineering	11	5,169
74909 - Other professional, scientific and technical activities not elsewhere classified	10	9,892
98000 - Residents property management	9	3,050
70100 - Activities of head offices	8	2,746
62020 - Information technology consultancy activities	8	14,303
7499 - Non-trading company	7	9,102
7415 - Holding companies including head offices	7	1,595
7222 - Other software consultancy and supply	7	6,934