

Rochester

q1 2012 business confidence report



headlines

- Q1 2012 saw a new record in company registrations in Rochester when compared to any previous Q1.
- Q1 2012 was a record quarter for company registrations in Rochester when compared to any quarter in history.
- February 2012 saw a new record in company registrations in Rochester when compared to any previous February.
- January 2012 saw a new record in company registrations in Rochester when compared to any previous January.
- Q1 2012 saw a new record in net growth in Rochester when compared to any previous Q1.
- Q1 2012 was a record quarter for net growth in Rochester when compared to any quarter in history.
- February 2012 saw a new record in net growth in Rochester when compared to any previous February.
- January 2012 saw a new record in net growth in Rochester when compared to any previous January.

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Quarterly Data (Q1 Jan-Mar 2012)

Q1 2012 saw a new record in company registrations in Rochester when compared to any previous Q1.

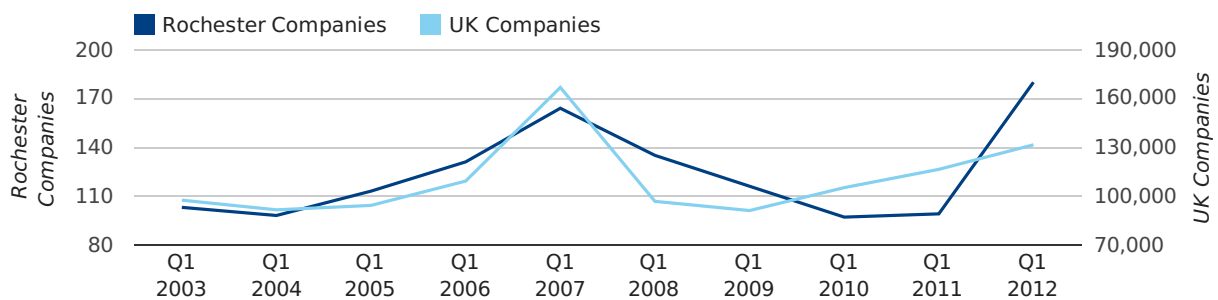
Q1 2012 was a record quarter for company registrations in Rochester when compared to any quarter in history.

A total of 180 companies were registered in Rochester during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 81.8% versus the same period last year (Q1 2011). This figure compares well 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)	ROCHESTER	UK
2012	180	131,491
2011	99	116,391
% CHANGE	81.8%	13.0%
RECORD YEAR	2012 (180)	2007 (166,814)

new companies by quarter

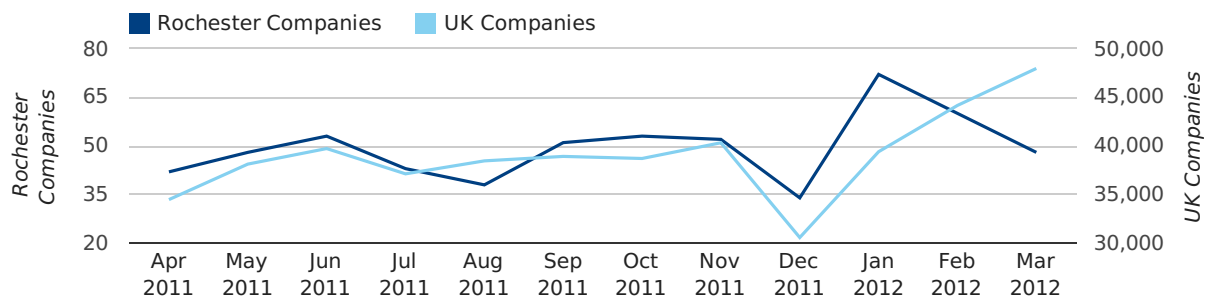


Monthly Data (Jan, Feb & Mar 2012)

February 2012 saw a new record in company registrations in Rochester when compared to any previous February.

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

new companies by month



	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	72	60	48
NEW COMPANIES IN 2011	32	20	47
% CHANGE	125.0%	200.0%	2.1%
RECORD YEAR	2012 (72)	2012 (60)	2007 (73)

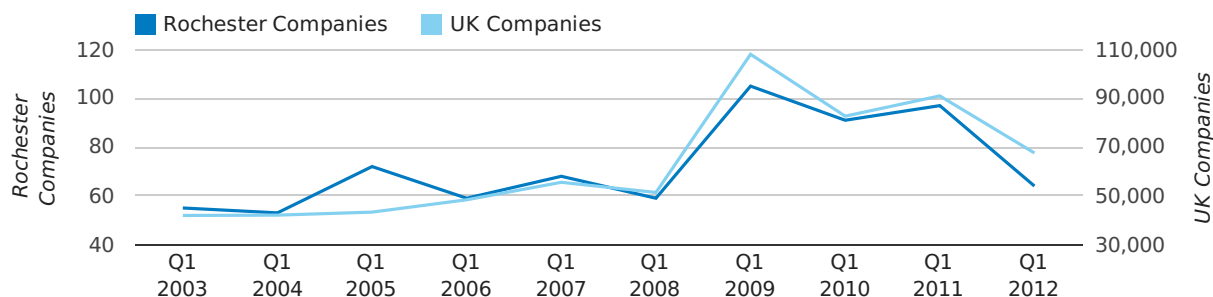
Quarterly Data (Q1 Jan-Mar 2012)

A total of 64 companies were dissolved in Rochester during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 34.0% 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.

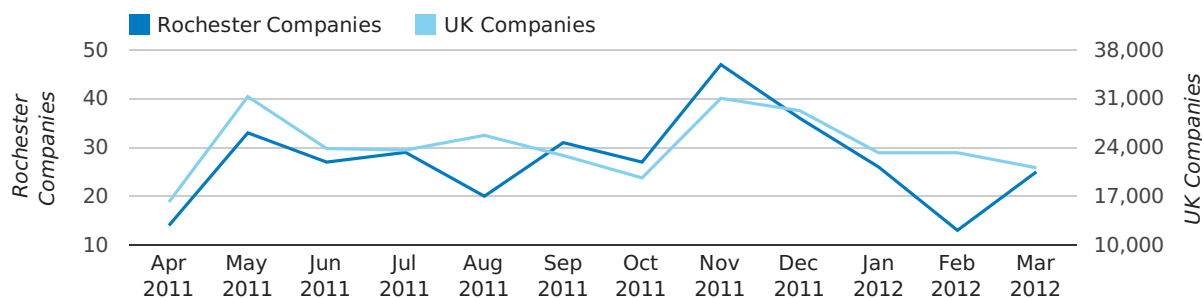
FIRST QUARTER (JAN 2012 - MAR 2012)	ROCHESTER	UK
2012	64	67,576
2011	97	90,986
% CHANGE	-34.0%	-25.7%
RECORD YEAR	2009 (105)	2009 (108,060)

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

dissolved companies by month



	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	26	13	25
CLOSED COMPANIES IN 2011	37	30	30
% CHANGE	-29.7%	-56.7%	-17%
RECORD YEAR	2011 (37)	2008 (38)	2009 (67)

Quarterly Data (Q1 Jan-Mar 2012)

Q1 2012 saw a new record in net growth in Rochester when compared to any previous Q1.

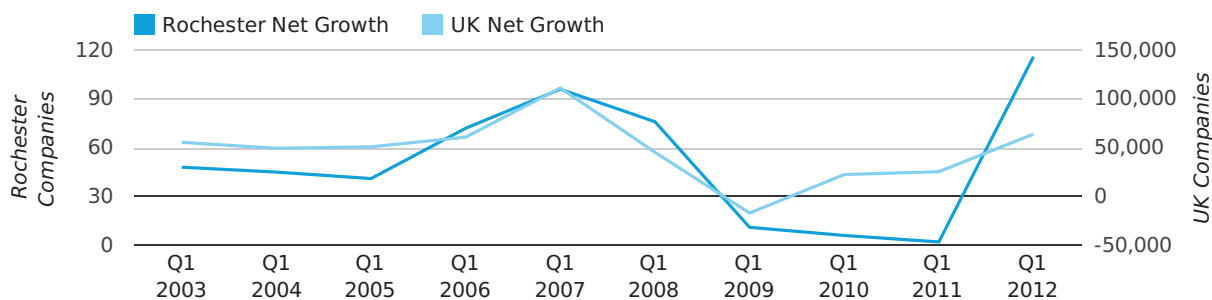
Q1 2012 was a record quarter for net growth in Rochester when compared to any quarter in history.

Net company growth for Rochester during the first quarter of 2012 (Jan 2012 - Mar 2012) was 116 companies.

This represents an increase of 5,700.0% on the same period last year.

FIRST QUARTER (JAN 2012 - MAR 2012)	ROCHESTER	UK
2012	116	63,915
2011	2	25,405
% CHANGE	5,700.0%	151.6%
RECORD YEAR	2012 (116)	2007 (111,282)

net growth by quarter

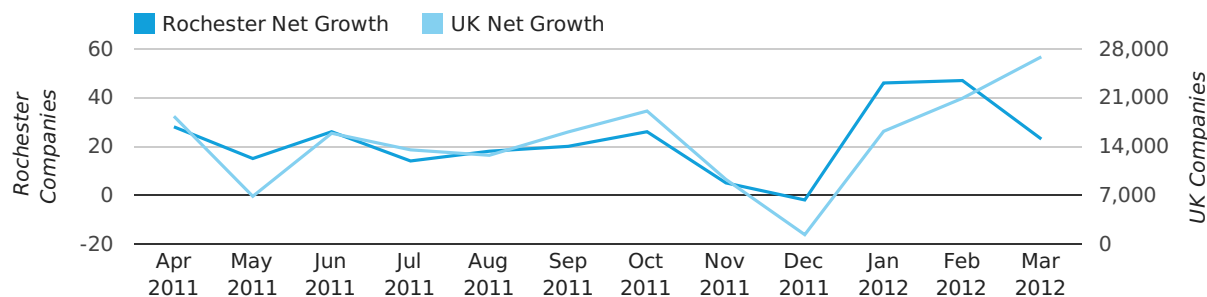


Monthly Data (Jan, Feb & Mar 2012)

February 2012 saw a new record in net growth in Rochester when compared to any previous February.

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

net growth by month



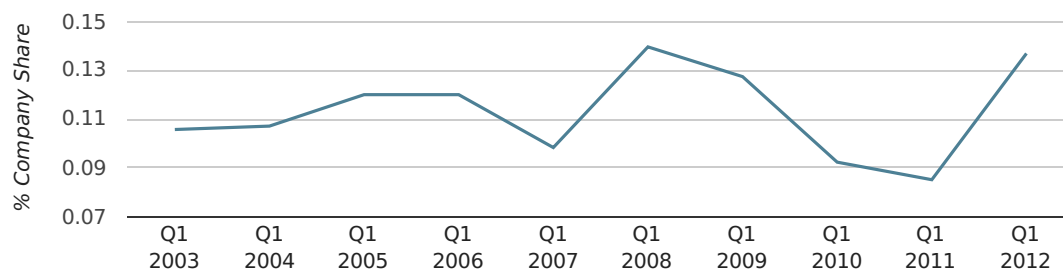
	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	46	47	23
NET GROWTH IN 2011	-5	-10	17
% CHANGE	-1,020.0%	-570.0%	35.3%
RECORD YEAR	2012 (46)	2012 (47)	2007 (49)

Quarterly Data (Q1 Jan-Mar 2012)

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

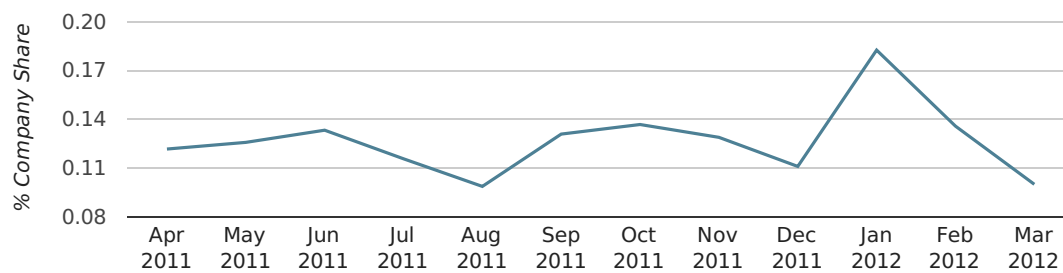
FIRST QUARTER (JAN 2012 - MAR 2012)	ROCHESTER
2012	0.1%
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
RECORD YEAR (SINCE 1960)	1971 (0.3%)

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.2%	0.1%	0.1%
UK FORMATION SHARE IN 2011	0.1%	0.1%	0.1%
% CHANGE	92.9%	156.4%	-4.5%
RECORD YEAR	1978 (0.2%)	1971 (0.5%)	1981 (0.2%)

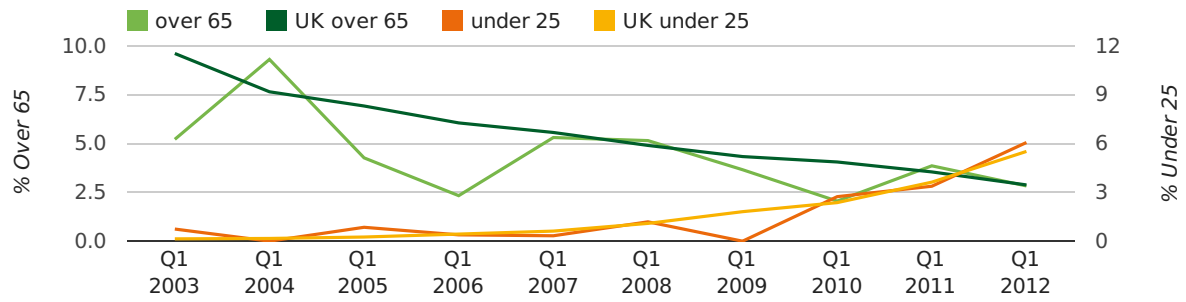
Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 42.5.

The percentage of directors under the age of 25 was 6.1% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 2.8% compared to the UK figure of 3.5%.

director age by quarter

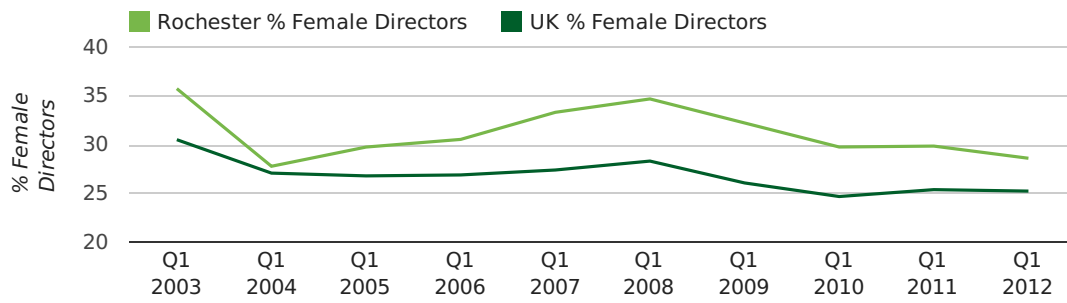


Quarterly Data (Q1 Jan-Mar 2012)

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

28.6% of all director appointments in Rochester 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
CONSTRUCTION	1.27%	CONSULTING	5.07%
KENT	1.27%	MANAGEMENT	4.74%
MANAGEMENT	1.18%	CONSULTANCY	3.30%
CONSULTING	1.18%	PROPERTY	2.37%
MARLEY'S	1.08%	TRADING	2.07%
PROPERTY	0.98%	DESIGN	1.93%
TRADING	0.88%	ENGINEERING	1.86%
SECURITY	0.88%	ASSOCIATES	1.84%
D	0.78%	CONSULTANTS	1.79%
CONSULTANTS	0.78%	BUSINESS	1.73%
TRAINING	0.69%	MEDIA	1.72%
ROCHESTER	0.69%	CONSTRUCTION	1.72%
J	0.69%	LONDON	1.66%
SCAFFOLDING	0.69%	J	1.54%
BUILDING	0.69%	INVESTMENTS	1.51%
CONSULTANCY	0.69%	GLOBAL	1.50%
(KENT)	0.59%	IT	1.40%
MEDWAY	0.59%	CARE	1.34%
IT	0.49%	PROPERTIES	1.31%
STROOD	0.49%	ELECTRICAL	1.27%
C	0.49%	M	1.27%
SYSTEMS	0.49%	BUILDING	1.24%
ELECTRICAL	0.49%	ENERGY	1.20%
SOLAR	0.49%	S	1.20%
HEATING	0.49%	ENTERPRISES	1.19%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	237	216,665
7487 - Other business activities	63	52,735
82990 - Other business support service activities not elsewhere classified	40	35,233
99999 - Dormant Company	29	25,084
9305 - Other service activities	24	8,818
9999 - Dormant Company	20	18,617
62020 - Information technology consultancy activities	14	14,303
43999 - Other specialised construction activities not elsewhere classified	13	3,931
7499 - Non-trading company	12	9,102
43210 - Electrical installation	11	3,573
4521 - General construction & civil engineering	11	5,169
7260 - Other computer related activities	10	7,154
43390 - Other building completion and finishing	9	3,228
74909 - Other professional, scientific and technical activities not elsewhere classified	9	9,892
96090 - Other service activities not elsewhere classified	8	13,637
4531 - Installation electrical wiring etc.	7	1,815
7414 - Business & management consultancy	7	12,113
4525 - Other special trades construction	7	1,547
70229 - Management consultancy activities other than financial management	7	19,704
85590 - Other education not elsewhere classified	6	2,786