Sevenoaks

2011 half year business confidence report



headlines

• April 2011 saw a new record in net growth in Sevenoaks when compared to any previous April.

contents

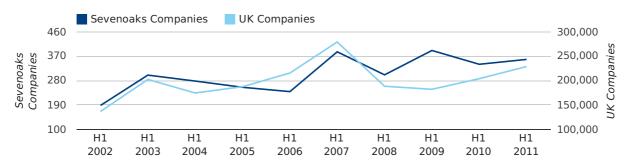
| new company registrations | |
|------------------------------|--|
| closed companies (dissolved) | |
| net company growth | |
| uk company share | |
| director age | |
| director gender | |
| naming trends | |
| sic data | |

In the first half of 2011 a total of 358 companies were formed in Sevenoaks. This figure is 5.3% higher than last year, which compares badly to the UK wide figure of 12.3%.

The highest total for a first half year in Sevenoaks occurred in 2009 when a total of 391 were formed.

| HALF YEAR (JAN-JUN) | SEVENOAKS | UK |
|---------------------|------------|----------------|
| 2011 | 358 | 228,735 |
| 2010 | 340 | 203,749 |
| % CHANGE | 5.3% | 12.3% |
| RECORD YEAR | 2009 (391) | 2007 (279,097) |

new companies by half year

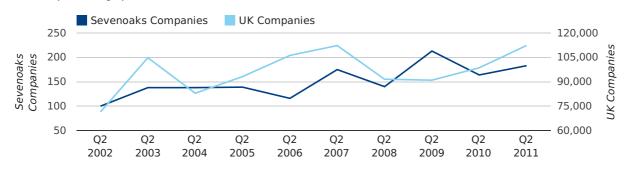


Quarterly Data (Q2 Apr-Jun 2011)

A total of 183 companies were registered in Sevenoaks during the second quarter of 2011 (Apr 2011 - Jun 2011).

This figure is an increase of 11.6% versus the same period last year (Q2 2010). This figure compares equally to the UK as a whole, which saw an increase of 13.9% against the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | SEVENOAKS | UK |
|--------------------------------------|------------|----------------|
| 2011 | 183 | 112,344 |
| 2010 | 164 | 98,612 |
| % CHANGE | 11.6% | 13.9% |
| RECORD YEAR | 2009 (213) | 2011 (112,344) |



new companies by quarter

Sevenoaks Companies 📃 UK Companies 80 50,000 UK Companies Sevenoaks Companies 44,000 65 50 38,000 35 32,000 20 26,000 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun 2010 2010 2010 2010 2010 2010 2011 2011 2011 2011 2011 2011

| | APRIL | MAY | JUNE |
|-----------------------|-----------|-----------|-----------|
| NEW COMPANIES IN 2011 | 61 | 57 | 65 |
| NEW COMPANIES IN 2010 | 57 | 44 | 63 |
| % CHANGE | 7.0% | 29.5% | 3.2% |
| RECORD YEAR | 2009 (90) | 2007 (69) | 2009 (71) |

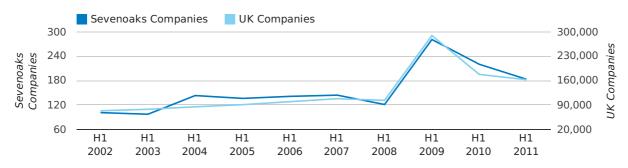
new companies by month

In the first half of 2011 a total of 183 companies were dissolved in Sevenoaks. This figure is 16.8% lower than last year, which compares well to the UK wide change of -8.6%.

The highest total for a first half year in Sevenoaks occurred in 2009 when a total of 281 were closed.

| HALF YEAR (JAN-JUN) | SEVENOAKS | UK |
|---------------------|------------|----------------|
| 2011 | 183 | 162,310 |
| 2010 | 220 | 177,631 |
| % CHANGE | -16.8% | -8.6% |
| RECORD YEAR | 2009 (281) | 2009 (289,236) |

dissolved companies by half year



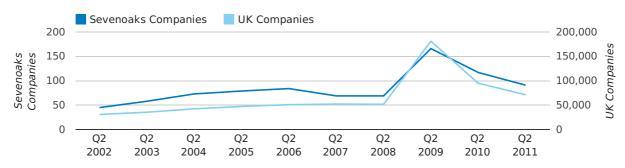
Quarterly Data (Q2 Apr-Jun 2011)

A total of 91 companies were dissolved in Sevenoaks during the second quarter of 2011 (Apr 2011 - Jun 2011).

This figure is a decrease of 22.2% versus the same period last year (Q2 2010). This figure compares poorly to the UK as a whole, which saw a decrease of 24.9% against the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | SEVENOAKS | UK |
|--------------------------------------|------------|----------------|
| 2011 | 91 | 71,324 |
| 2010 | 117 | 94,954 |
| % CHANGE | -22.2% | -24.9% |
| RECORD YEAR | 2009 (166) | 2009 (181,176) |

dissolved companies by quarter



Sevenoaks Companies UK Companies 50 38,000 31,000 UK Companies Sevenoaks Companies 40 30 24,000 20 17,000 10 10,000 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun 2010 2010 2010 2010 2010 2010 2011 2011 2011 2011 2011 2011

| | APRIL | МАҮ | JUNE |
|--------------------------|-----------|-----------|-----------|
| CLOSED COMPANIES IN 2011 | 17 | 41 | 33 |
| CLOSED COMPANIES IN 2010 | 28 | 45 | 44 |
| % CHANGE | -39.3% | -8.9% | -25% |
| RECORD YEAR | 2009 (53) | 2009 (66) | 2009 (47) |

dissolved companies by month

UK Companies

Half Year Data (Jan-Jun 2011)

In the first half of 2011 the company register for Sevenoaks increased by 175 companies. This figure is 45.8% higher than last year, which compares badly to a UK increase of 154.3%.

| HALF YEAR (JAN-JUN) | SEVENOAKS | UK |
|---------------------|------------|----------------|
| 2011 | 175 | 66,425 |
| 2010 | 120 | 26,118 |
| % CHANGE | 45.8% | 154.3% |
| RECORD YEAR | 2007 (242) | 2007 (171,296) |

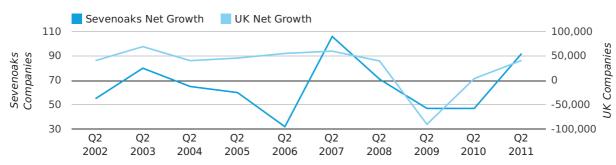
net growth by half year Sevenoaks Net Growth UK Net Growth 250 200,000 Sevenoaks Companies 100,000 200 150 0 100 -100,000 50 -200,000 Η1 2002 2004 2006 2003 2005 2007 2008 2009 2010 2011

Quarterly Data (Q2 Apr-Jun 2011)

Net company growth for Sevenoaks during the second quarter of 2011 (Apr 2011 - Jun 2011) was 92 companies.

This represents an increase of 95.7% on the same period last year.

| SECOND QUARTER (APR 2011 - JUN 2011) | SEVENOAKS | UK |
|--------------------------------------|------------|---------------|
| 2011 | 92 | 41,020 |
| 2010 | 47 | 3,658 |
| % CHANGE | 95.7% | 1,021.4% |
| RECORD YEAR | 2007 (106) | 2003 (69,274) |



net growth by quarter

April 2011 saw a new record in net growth in Sevenoaks when compared to any previous April.

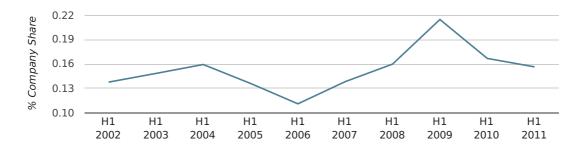


net growth by month

In the first half of 2011 Sevenoaks formed 0.2% of all UK companies. This is the same as the 2010 figure of 0.2%.

| HALF YEAR (JAN-JUN) | SEVENOAKS |
|--------------------------|-------------|
| 2011 | 0.2% |
| 2010 | 0.2% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.1% |
| RECORD YEAR (SINCE 1960) | 1966 (0.3%) |

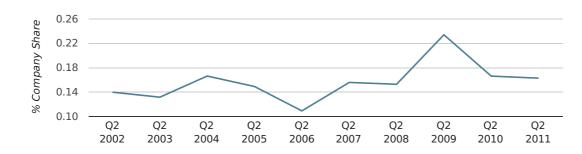
company share by half year



Quarterly Data (Q2 Apr-Jun 2011)

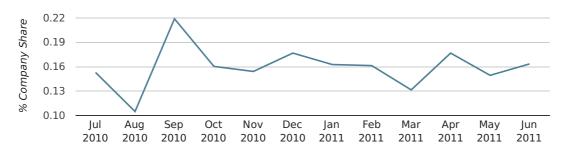
In the second quarter of 2011, Sevenoaks formed 0.2% of all UK companies.

| SECOND QUARTER (APR 2011 - JUN 2011) | SEVENOAKS |
|--------------------------------------|-------------|
| 2011 | 0.2% |
| 2010 | 0.2% |
| 2009 | 0.2% |
| 2008 | 0.2% |
| 2007 | 0.2% |
| RECORD YEAR (SINCE 1960) | 1960 (0.3%) |



company share by quarter

company share by month



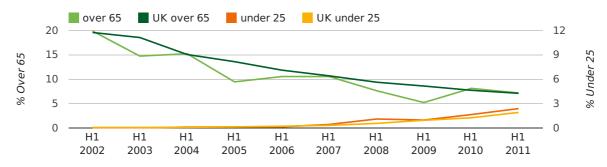
| | APRIL | MAY | JUNE |
|----------------------------|-------------|-------------|-------------|
| UK FORMATION SHARE IN 2011 | 0.2% | 0.1% | 0.2% |
| UK FORMATION SHARE IN 2010 | 0.2% | 0.1% | 0.2% |
| % CHANGE | 3.6% | 2.0% | -8.6% |
| RECORD YEAR | 1968 (0.5%) | 1969 (0.6%) | 1966 (0.7%) |

The average age of a director in the first half of 2011 was 47.6.

The percentage of directors under the age of 25 was 2.4% compared to the UK figure of 3.2%.

The percentage of directors over the age of 65 was 7.2% compared to the UK figure of 4.3%.

director age by half year

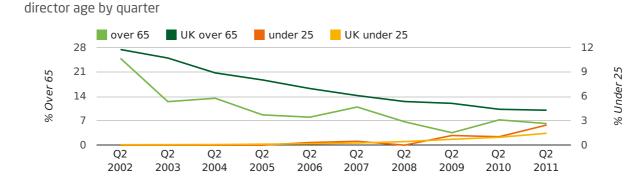


Quarterly Data (Q2 Apr-Jun 2011)

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

The percentage of directors under the age of 25 was 2.5% compared to the UK figure of 3.4%.

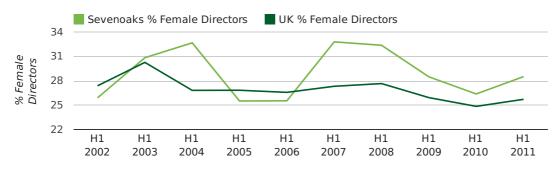
The percentage of directors over the age of 65 was 6.2% compared to the UK figure of 4.3%.



The record first half year for female directors in Sevenoaks was 1861 when 40.0% of all directors were female.

28.5% of all director appointments in Sevenoaks in the first 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 (Q2 Apr-Jun 2011)

The record second quarter for female directors in Sevenoaks was in 1866 when 66.7% of all directors were female.

25.8% of all director appointments in Sevenoaks in the second quarter of 2011 were female. This compares to a UK average of 26.1% for the same period.

director gender by quarter



Previous 12 months (Jun 2010-Jun 2011)

Excluding: LIMITED, LTD, &, UK, SERVICES, THE, (UK), AND, LTD., A, LLP, SOLUTIONS, COMPANY, OF.

| WORD | PERCENTAGE | UK WORD | UK PERCENTAGE |
|--------------|------------|--------------|---------------|
| MANAGEMENT | 2.43% | CONSULTING | 5.09% |
| TRADING | 1.71% | MANAGEMENT | 4.86% |
| CONSULTING | 1.26% | CONSULTANCY | 3.17% |
| CONSULTANTS | 1.17% | PROPERTY | 2.43% |
| PROPERTIES | 0.81% | TRADING | 2.05% |
| SEVENOAKS | 0.81% | DESIGN | 1.94% |
| К | 0.81% | ASSOCIATES | 1.92% |
| CARE | 0.72% | BUSINESS | 1.87% |
| CONSTRUCTION | 0.72% | CONSTRUCTION | 1.77% |
| PROPERTY | 0.72% | CONSULTANTS | 1.76% |
| DEVELOPMENTS | 0.72% | MEDIA | 1.73% |
| J | 0.63% | ENGINEERING | 1.67% |
| LONDON | 0.63% | LONDON | 1.60% |
| CAPITAL | 0.63% | GLOBAL | 1.46% |
| BUSINESS | 0.63% | J | 1.44% |
| ENERGY | 0.63% | CARE | 1.44% |
| ENTERPRISES | 0.54% | INVESTMENTS | 1.42% |
| MEDIA | 0.54% | IT | 1.39% |
| CREATIVE | 0.54% | BUILDING | 1.32% |
| ASSOCIATES | 0.54% | PROPERTIES | 1.31% |
| PARTNERS | 0.54% | ELECTRICAL | 1.30% |
| SPORTS | 0.54% | М | 1.27% |
| GREEN | 0.45% | S | 1.23% |
| EVENTS | 0.45% | ENTERPRISES | 1.20% |
| HOUSE | 0.45% | SYSTEMS | 1.20% |



Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|------------------------|-----------------|
| None Supplied | 333 | 202,072 |
| 7487 - Other business activities | 97 | 60,758 |
| 82990 - Other business support service activities not elsewhere classified | 92 | 30,647 |
| 5132 - Wholesale of meat and meat products | 57 | 202 |
| 70229 - Management consultancy activities other than financial management | 41 | 16,419 |
| 9999 - Dormant Company | 29 | 20,111 |
| 7414 - Business & management consultancy | 28 | 13,053 |
| 99999 - Dormant Company | 25 | 18,918 |
| 62020 - Information technology consultancy activities | 25 | 10,545 |
| 96090 - Other service activities not elsewhere classified | 23 | 10,322 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 18 | 7,835 |
| 74990 - Non-trading company | 17 | 8,481 |
| 4521 - General construction & civil engineering | 16 | 5,928 |
| 7222 - Other software consultancy and supply | 13 | 7,143 |
| 41100 - Development of building projects | 12 | 3,852 |
| 7020 - Letting of own property | 11 | 1,495 |
| 7260 - Other computer related activities | 11 | 7,849 |
| 7499 - Non-trading company | 10 | 10,955 |
| 7011 - Development & sell real estate | 9 | 2,491 |
| 62090 - Other information technology service activities | 9 | 7,095 |