

Sevenoaks

2011 annual business confidence report



headlines

- The second half of 2011 saw a new record in company registrations in Sevenoaks when compared to any previous second half year.
- Q4 2011 saw a new record in company registrations in Sevenoaks when compared to any previous Q4.
- November 2011 saw a new record in company registrations in Sevenoaks when compared to any previous November.
- The second half of 2011 saw a new record in company closures in Sevenoaks when compared to any previous second half year.
- The second half of 2011 was a record second half year for company closures in Sevenoaks when compared to any half year in history.
- Q4 2011 saw a new record in company closures in Sevenoaks when compared to any previous Q4.
- Q4 2011 was a record quarter for company closures in Sevenoaks when compared to any quarter in history.
- December 2011 saw a new record in company closures in Sevenoaks when compared to any previous December.
- November 2011 saw a new record in company closures in Sevenoaks when compared to any previous November.
- November 2011 was a record month for company closures in Sevenoaks when compared to any month in history.
- October 2011 saw a new record in company closures in Sevenoaks when compared to any previous October.

contents

new company registrations

closed companies (dissolved)

net company growth

uk company share

director age

director gender

naming trends

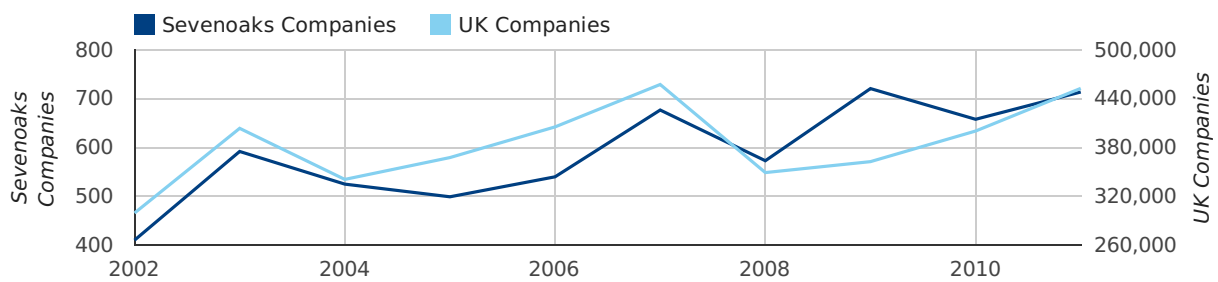
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Annual Data (2011)

A total of 714 companies were formed in Sevenoaks in 2011. This total is 8.5% higher than in 2010 and compares equally to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	SEVENOAKS	UK
2011	714	452,870
2010	658	400,358
2009	721	362,675
2008	573	349,203
2007	677	457,649
RECORD YEAR	2009 (721)	2007 (457,649)

new companies by year



Half Year Data (Jul-Dec 2011)

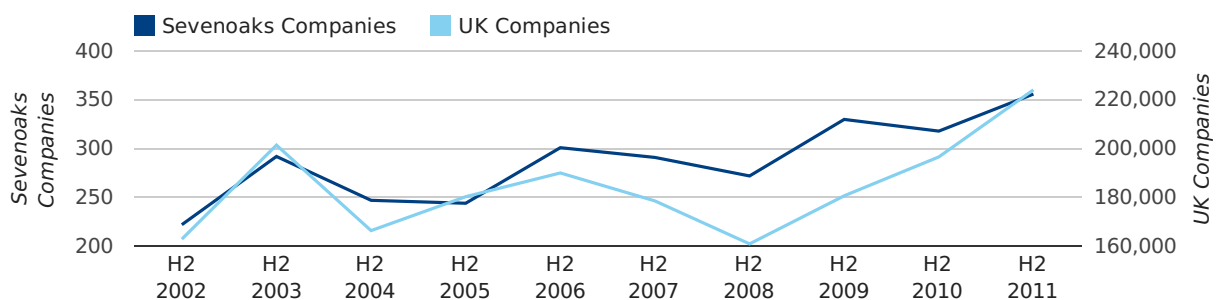
The second half of 2011 saw a new record in company registrations in Sevenoaks when compared to any previous second half year.

In the second half of 2011 a total of 356 companies were formed in Sevenoaks. This figure is 11.9% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Sevenoaks occurred in 2011 when a total of 356 were formed.

HALF YEAR (JUL-DEC)	SEVENOAKS	UK
2011	356	224,135
2010	318	196,609
% CHANGE	11.9%	14.0%
RECORD YEAR	2011 (356)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

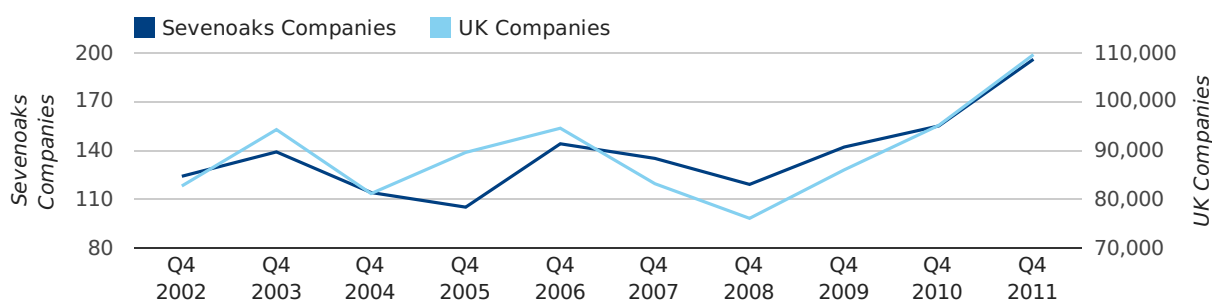
Q4 2011 saw a new record in company registrations in Sevenoaks when compared to any previous Q4.

A total of 196 companies were registered in Sevenoaks during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 26.5% versus the same period last year (Q4 2010). This figure compares well 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)	SEVENOAKS	UK
2011	196	109,623
2010	155	95,117
% CHANGE	26.5%	15.3%
RECORD YEAR	2011 (196)	2011 (109,623)

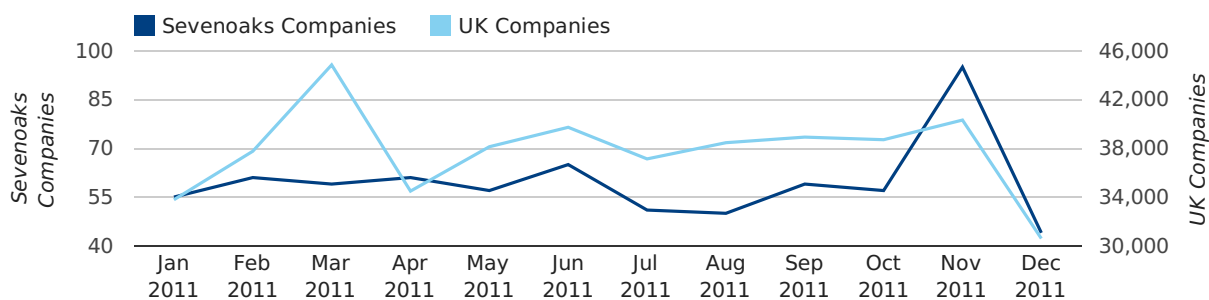
new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

November 2011 saw a new record in company registrations in Sevenoaks when compared to any previous November.

new companies by month



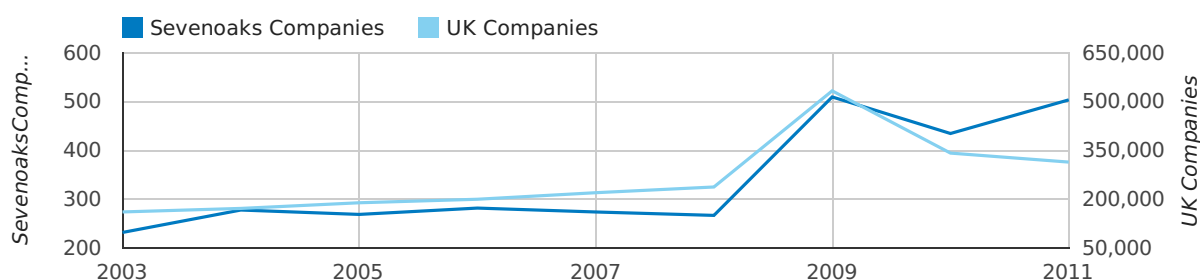
	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	57	95	44
NEW COMPANIES IN 2010	54	53	48
% CHANGE	5.6%	79.2%	-8.3%
RECORD YEAR	2003 (58)	2011 (95)	2010 (48)

Annual Data (2011)

A total of 504 companies were dissolved in Sevenoaks in 2011. This total is 15.9% higher than in 2010 and compares favourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	SEVENOAKS	UK
2011	504	314,523
2010	435	342,232
2009	510	533,773
2008	267	237,901
2007	274	220,295
RECORD YEAR	2009 (510)	2009 (533,773)

dissolved companies by year



Half Year Data (Jul-Dec 2011)

The second half of 2011 saw a new record in company closures in Sevenoaks when compared to any previous second half year.

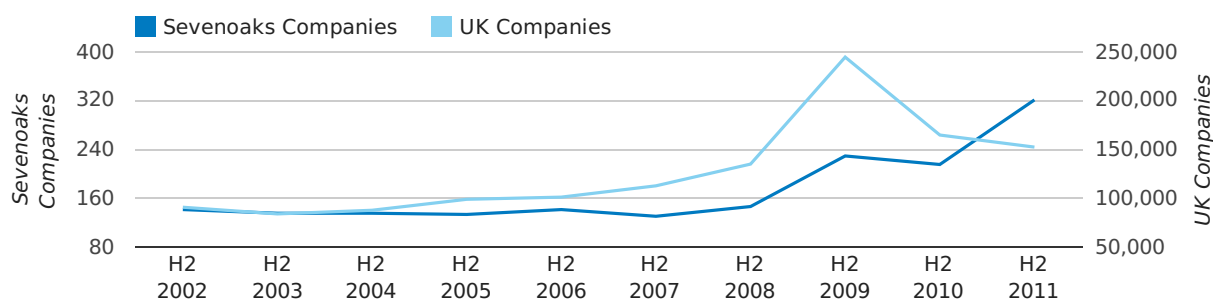
The second half of 2011 was a record second half year for company closures in Sevenoaks when compared to any half year in history.

In the second half of 2011 a total of 321 companies were dissolved in Sevenoaks. This figure is 49.3% higher than last year, which compares badly to the UK wide change of -7.5%.

The highest total for a second half year in Sevenoaks occurred in 2011 when a total of 321 were closed.

HALF YEAR (JUL-DEC)	SEVENOAKS	UK
2011	321	152,213
2010	215	164,601
% CHANGE	49.3%	-7.5%
RECORD YEAR	2011 (321)	2009 (244,537)

dissolved companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

Q4 2011 saw a new record in company closures in Sevenoaks when compared to any previous Q4.

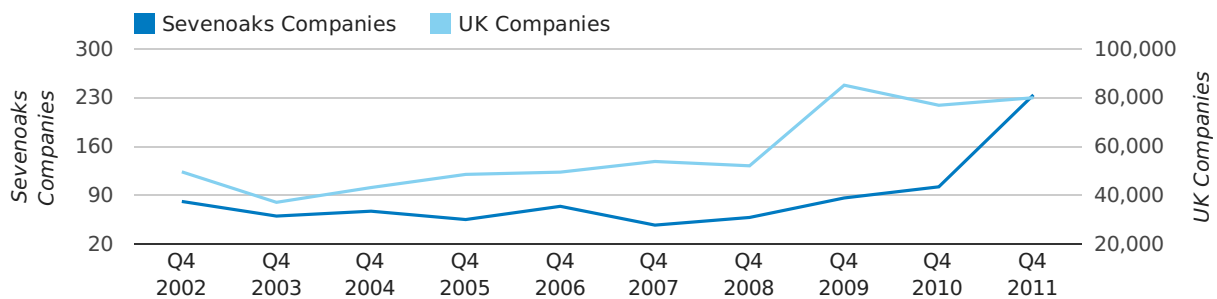
Q4 2011 was a record quarter for company closures in Sevenoaks when compared to any quarter in history.

A total of 234 companies were dissolved in Sevenoaks during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 129.4% versus the same period last year (Q4 2010). This figure compares poorly 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)	SEVENOAKS	UK
2011	234	79,983
2010	102	76,896
% CHANGE	129.4%	4.0%
RECORD YEAR	2011 (234)	2009 (85,136)

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

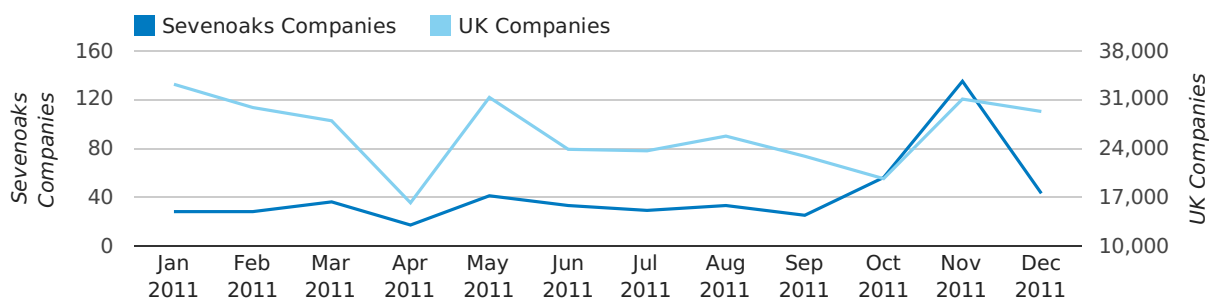
December 2011 saw a new record in company closures in Sevenoaks when compared to any previous December.

November 2011 saw a new record in company closures in Sevenoaks when compared to any previous November.

November 2011 was a record month for company closures in Sevenoaks when compared to any month in history.

October 2011 saw a new record in company closures in Sevenoaks when compared to any previous October.

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	56	135	43
CLOSED COMPANIES IN 2010	38	39	25
% CHANGE	47.4%	246.2%	72%
RECORD YEAR	2011 (56)	2011 (135)	2011 (43)

Annual Data (2011)

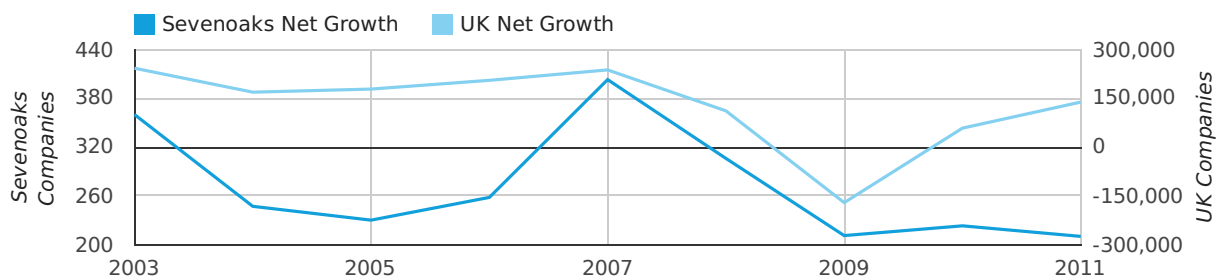
A total of 210 companies were added to the company register for Sevenoaks in 2011. This number represents growth of 31.9% which compares unfavourably to the UK figure of 34.6%.

This number is 13 companies lower than the previous year.

The highest net company growth figure ever seen in one year came in 2007 when the Sevenoaks company register grew by 403 companies.

YEAR	SEVENOAKS	UK
2011	210	138,347
2010	223	58,126
2009	211	-171,098
2008	306	111,302
2007	403	237,354
RECORD YEAR	2007 (403)	2003 (242,543)

net growth by year

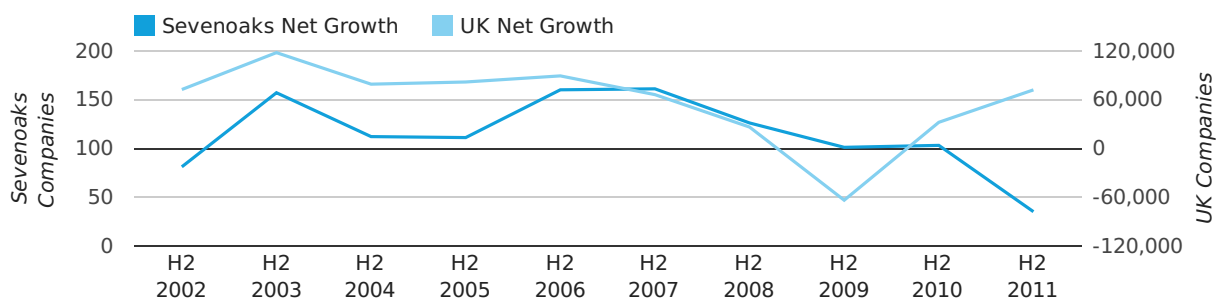


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Sevenoaks increased by 35 companies. This figure is 66.0% lower than last year, which compares badly to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	SEVENOAKS	UK
2011	35	71,922
2010	103	32,008
% CHANGE	-66.0%	124.7%
RECORD YEAR	2007 (161)	2003 (117,772)

net growth by half year



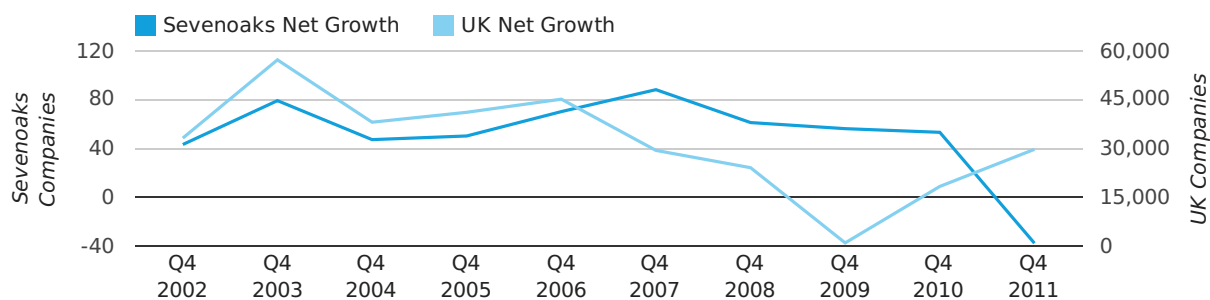
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Sevenoaks during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was -38 companies.

This represents a decrease of 171.7% on the same period last year.

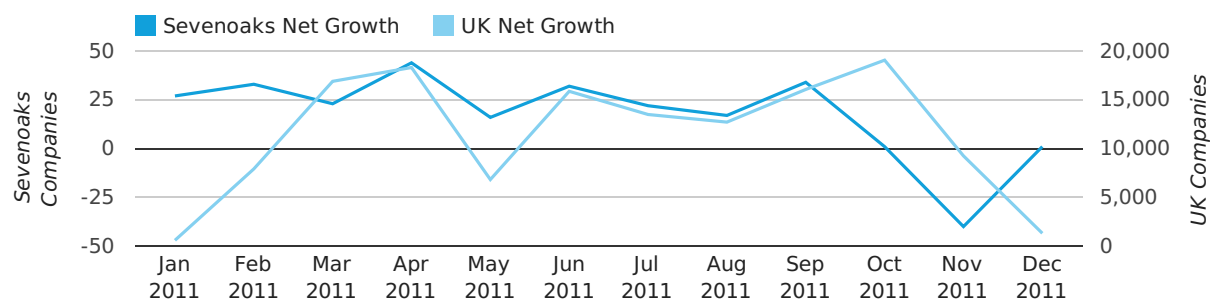
FOURTH QUARTER (OCT 2011 - DEC 2011)	SEVENOAKS	UK
2011	-38	29,640
2010	53	18,221
% CHANGE	-171.7%	62.7%
RECORD YEAR	2007 (88)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



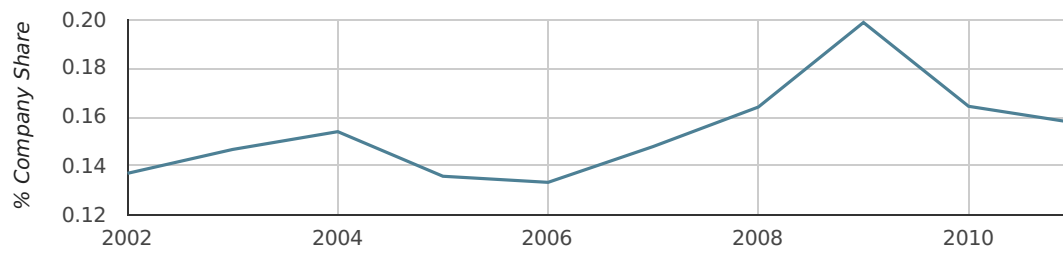
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	1	-40	1
NET GROWTH IN 2010	16	14	23
% CHANGE	-93.8%	-385.7%	-95.7%
RECORD YEAR	2003 (42)	2005 (29)	2006 (32)

Annual Data (2011)

In 2011 Sevenoaks formed 0.2% of all UK companies. This is no change on 2010 when Sevenoaks was responsible for 0.2% of all UK companies.

YEAR	SEVENOAKS
2011	0.2%
2010	0.2%
2009	0.2%
2008	0.2%
2007	0.1%
RECORD YEAR (SINCE 1960)	1980 (0.3%)

company share by year

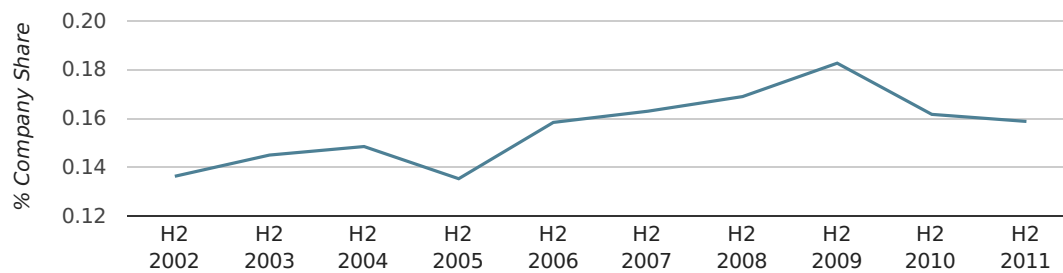


Half Year Data (Jul-Dec 2011)

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

HALF YEAR (JUL-DEC)	SEVENOAKS
2011	0.2%
2010	0.2%
2009	0.2%
2008	0.2%
2007	0.2%
RECORD YEAR (SINCE 1960)	1980 (0.3%)

company share by half year

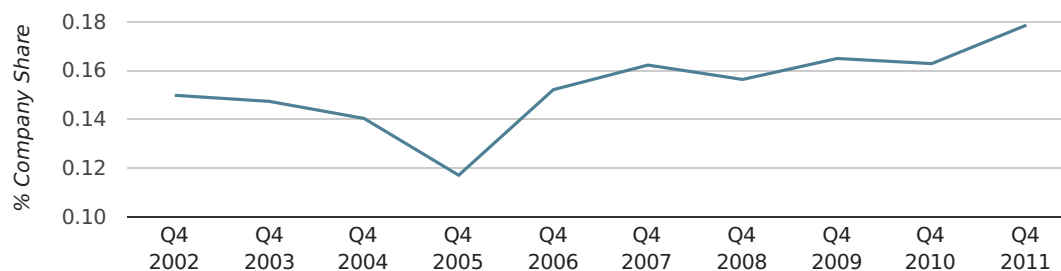


Quarterly Data (Q4 Oct-Dec 2011)

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

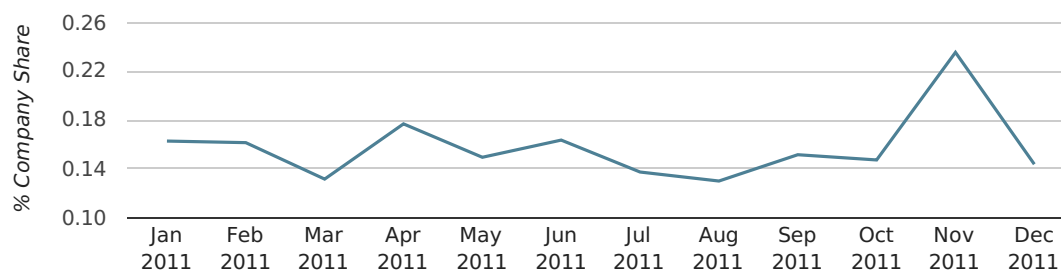
FOURTH QUARTER (OCT 2011 - DEC 2011)	SEVENOAKS
2011	0.2%
2010	0.2%
2009	0.2%
2008	0.2%
2007	0.2%
RECORD YEAR (SINCE 1960)	1980 (0.3%)

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



	OCTOBER	NOVEMBER	DECEMBER
UK FORMATION SHARE IN 2011	0.1%	0.2%	0.1%
UK FORMATION SHARE IN 2010	0.2%	0.2%	0.2%
% CHANGE	-8.2%	52.7%	-18.7%
RECORD YEAR	1977 (0.4%)	1969 (0.4%)	1962 (0.6%)

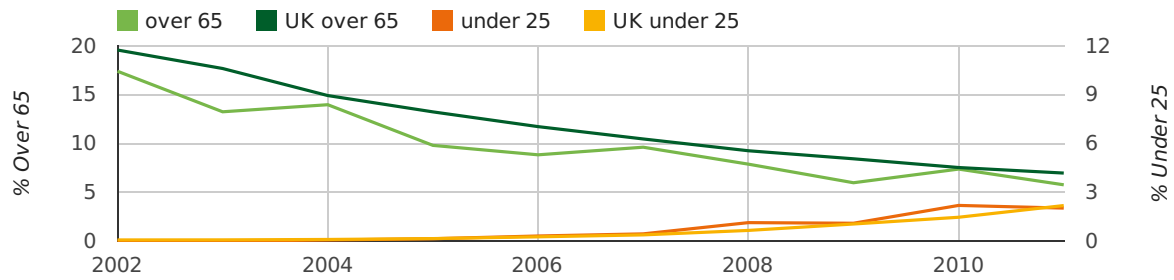
Annual Data (2011)

The average age of a director in 2011 was 47.0.

The percentage of directors under the age of 25 was 2.0% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 5.8% compared to the UK figure of 4.2%.

director age by year



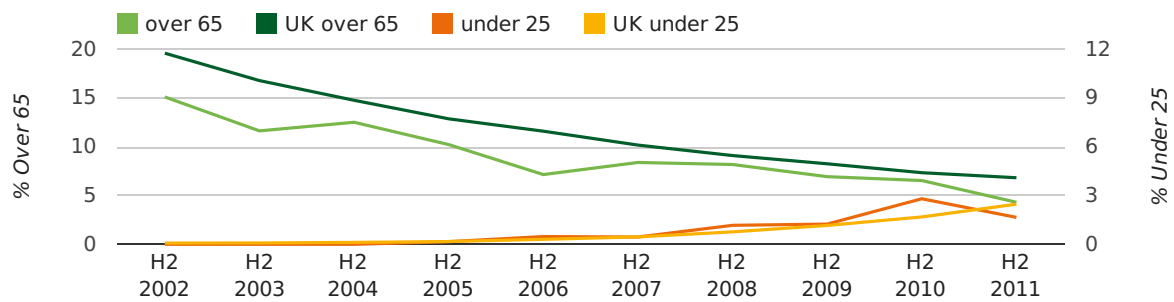
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 46.4.

The percentage of directors under the age of 25 was 1.7% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 4.3% compared to the UK figure of 4.1%.

director age by half year



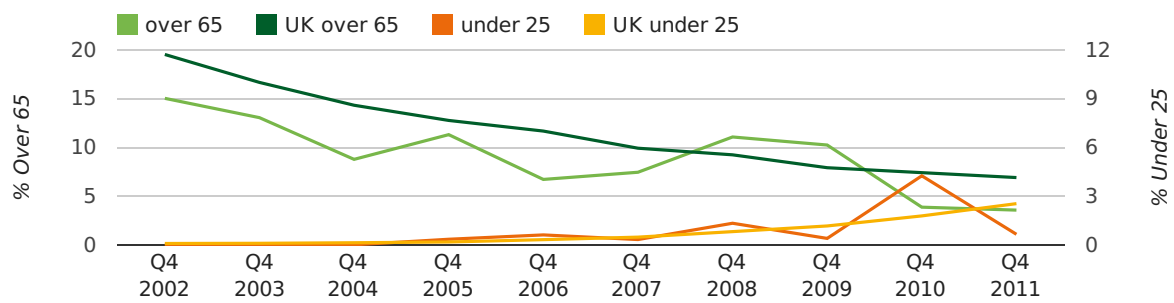
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 47.3.

The percentage of directors under the age of 25 was 0.6% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 3.6% compared to the UK figure of 4.1%.

director age by quarter

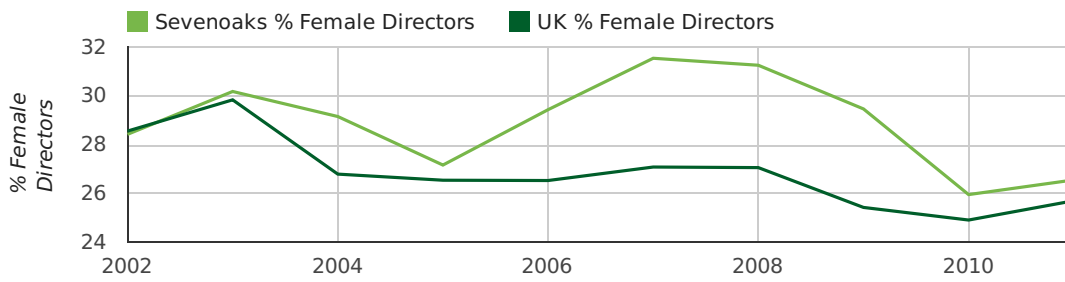


Annual Data (2011)

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

The percentage of female directors in Sevenoaks in 2011 was 28.4%. The average for the UK during this time was 28.6%

director gender by year

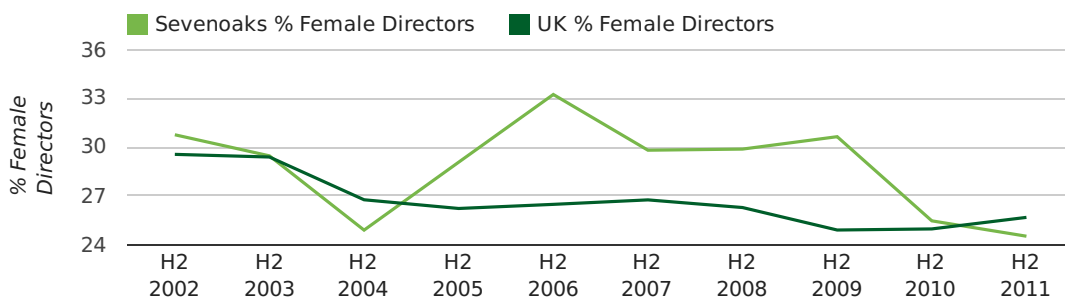


Half Year Data (Jul-Dec 2011)

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

24.5% of all director appointments in Sevenoaks 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

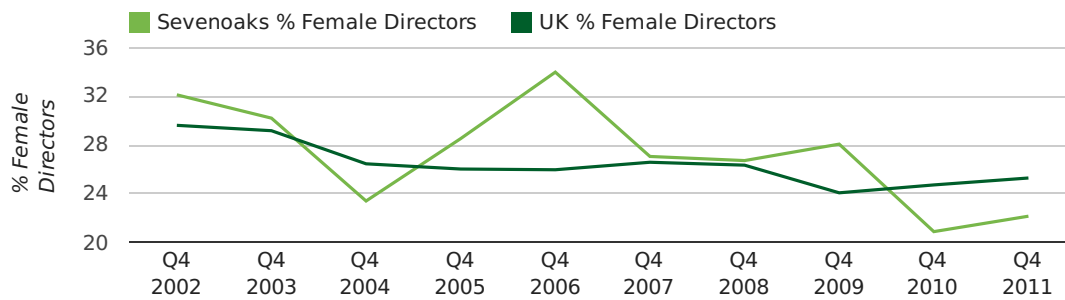


Quarterly Data (Q4 Oct-Dec 2011)

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

22.2% of all director appointments in Sevenoaks 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
FOR	2.58%	CONSULTING	5.07%
POWER	2.41%	MANAGEMENT	4.74%
SCHOOLS	2.41%	CONSULTANCY	3.26%
FREE	2.32%	PROPERTY	2.37%
MANAGEMENT	2.32%	TRADING	2.07%
CONSULTING	2.06%	DESIGN	1.92%
TRADING	1.29%	ASSOCIATES	1.86%
INVESTMENTS	0.95%	ENGINEERING	1.78%
PROPERTY	0.95%	BUSINESS	1.78%
CONSULTANTS	0.86%	CONSULTANTS	1.76%
CONSTRUCTION	0.77%	CONSTRUCTION	1.73%
SALES	0.77%	MEDIA	1.71%
ASSOCIATES	0.77%	LONDON	1.63%
CAPITAL	0.77%	J	1.51%
SEVENOAKS	0.77%	INVESTMENTS	1.48%
CONSULTANCY	0.69%	GLOBAL	1.46%
LONDON	0.60%	IT	1.41%
DEVELOPMENTS	0.60%	CARE	1.39%
ENERGY	0.60%	PROPERTIES	1.29%
ENTERPRISES	0.52%	ELECTRICAL	1.29%
PARTNERS	0.52%	M	1.27%
BUSINESS	0.52%	BUILDING	1.26%
CARE	0.52%	ENERGY	1.25%
GLOBAL	0.52%	S	1.20%
BUILDING	0.52%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	344	205,525
7487 - Other business activities	93	57,052
82990 - Other business support service activities not elsewhere classified	87	32,483
5132 - Wholesale of meat and meat products	57	219
70229 - Management consultancy activities other than financial management	39	17,765
9999 - Dormant Company	32	20,199
7414 - Business & management consultancy	28	13,034
96090 - Other service activities not elsewhere classified	27	11,768
99999 - Dormant Company	25	21,846
62020 - Information technology consultancy activities	25	12,072
74909 - Other professional, scientific and technical activities not elsewhere classified	20	8,671
7499 - Non-trading company	13	9,957
41100 - Development of building projects	13	4,331
7222 - Other software consultancy and supply	12	7,398
7260 - Other computer related activities	11	7,667
9305 - Other service activities	11	9,492
74990 - Non-trading company	11	8,929
62090 - Other information technology service activities	10	7,493
85590 - Other education not elsewhere classified	8	2,395
4521 - General construction & civil engineering	8	5,558