

Sevenoaks

q1 2012 business confidence report



headlines

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

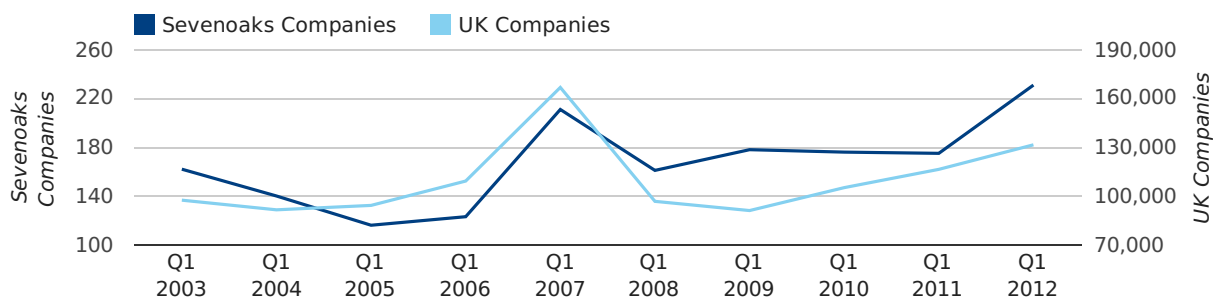
Q1 2012 was a record quarter for company registrations in Sevenoaks when compared to any quarter in history.

A total of 231 companies were registered in Sevenoaks during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 32.0% 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)	SEVENOAKS	UK
2012	231	131,491
2011	175	116,391
% CHANGE	32.0%	13.0%
RECORD YEAR	2012 (231)	2007 (166,814)

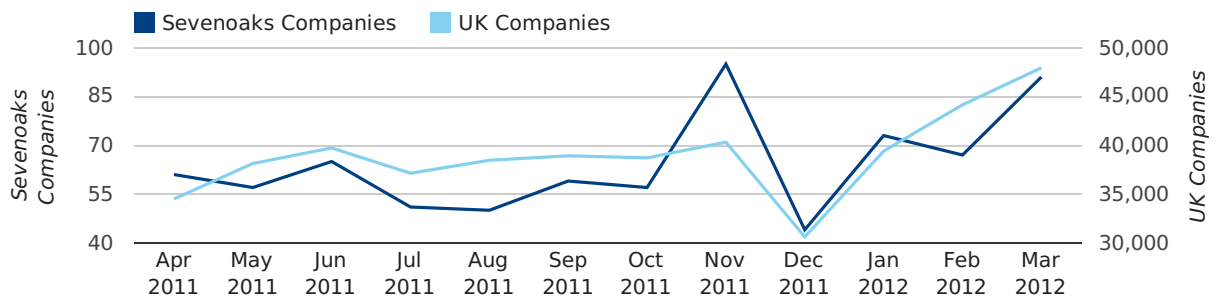
new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

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

new companies by month



	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	73	67	91
NEW COMPANIES IN 2011	55	61	59
% CHANGE	32.7%	9.8%	54.2%
RECORD YEAR	2012 (73)	2008 (67)	2007 (104)

Quarterly Data (Q1 Jan-Mar 2012)

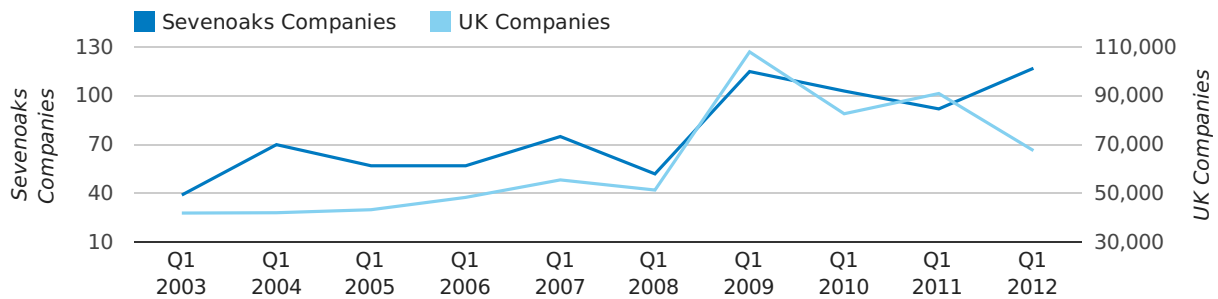
Q1 2012 saw a new record in company closures in Sevenoaks when compared to any previous Q1.

A total of 117 companies were dissolved in Sevenoaks during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 27.2% versus the same period last year (Q1 2011). This figure compares poorly 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)	SEVENOAKS	UK
2012	117	67,576
2011	92	90,986
% CHANGE	27.2%	-25.7%
RECORD YEAR	2012 (117)	2009 (108,060)

dissolved companies by quarter

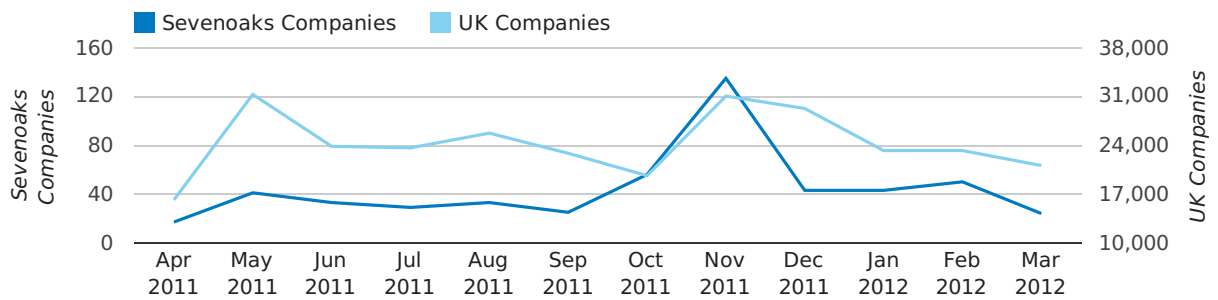


Monthly Data (Jan, Feb & Mar 2012)

February 2012 saw a new record in company closures in Sevenoaks when compared to any previous February.

January 2012 saw a new record in company closures in Sevenoaks when compared to any previous January.

dissolved companies by month



	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	43	50	24
CLOSED COMPANIES IN 2011	28	28	36
% CHANGE	53.6%	78.6%	-33%
RECORD YEAR	2012 (43)	2012 (50)	2009 (64)

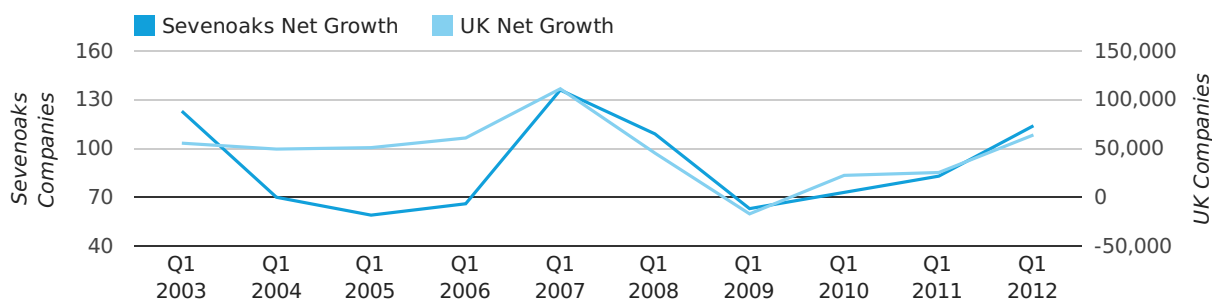
Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Sevenoaks during the first quarter of 2012 (Jan 2012 - Mar 2012) was 114 companies.

This represents an increase of 37.3% on the same period last year.

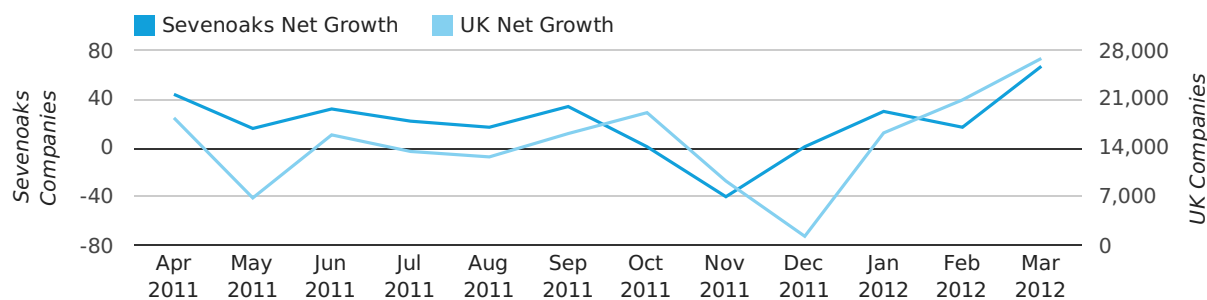
FIRST QUARTER (JAN 2012 - MAR 2012)	SEVENOAKS	UK
2012	114	63,915
2011	83	25,405
% CHANGE	37.3%	151.6%
RECORD YEAR	2007 (136)	2007 (111,282)

net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

net growth by month



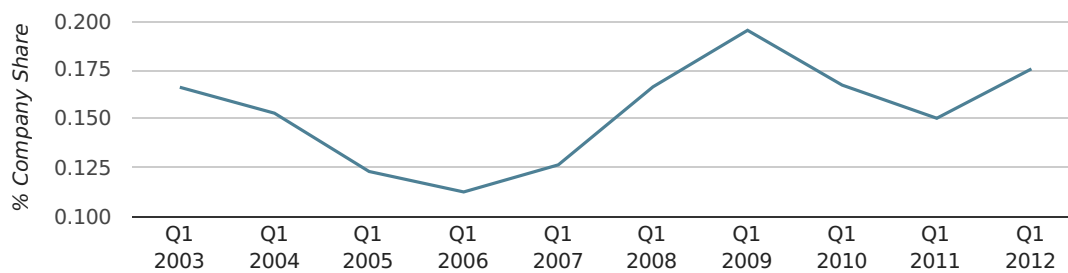
	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	30	17	67
NET GROWTH IN 2011	27	33	23
% CHANGE	11.1%	-48.5%	191.3%
RECORD YEAR	2003 (37)	2003 (40)	2007 (82)

Quarterly Data (Q1 Jan-Mar 2012)

In the first quarter of 2012, Sevenoaks formed 0.2% of all UK companies.

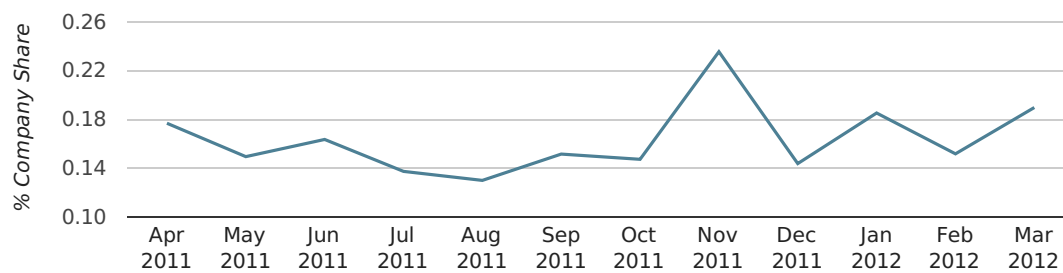
FIRST QUARTER (JAN 2012 - MAR 2012)	SEVENOAKS
2012	0.2%
2011	0.2%
2010	0.2%
2009	0.2%
2008	0.2%
RECORD YEAR (SINCE 1960)	1968 (0.3%)

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.2%	0.2%	0.2%
UK FORMATION SHARE IN 2011	0.2%	0.2%	0.1%
% CHANGE	13.8%	-6.0%	44.2%
RECORD YEAR	1968 (0.5%)	1968 (0.6%)	1976 (0.4%)

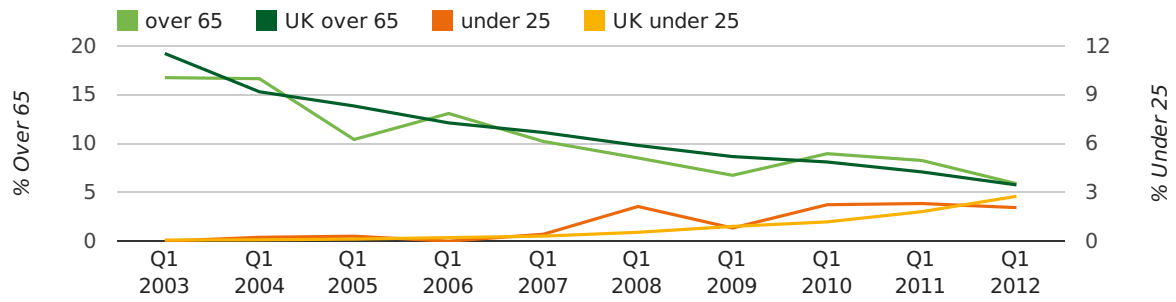
Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 45.3.

The percentage of directors under the age of 25 was 2.1% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 5.9% compared to the UK figure of 3.5%.

director age by quarter

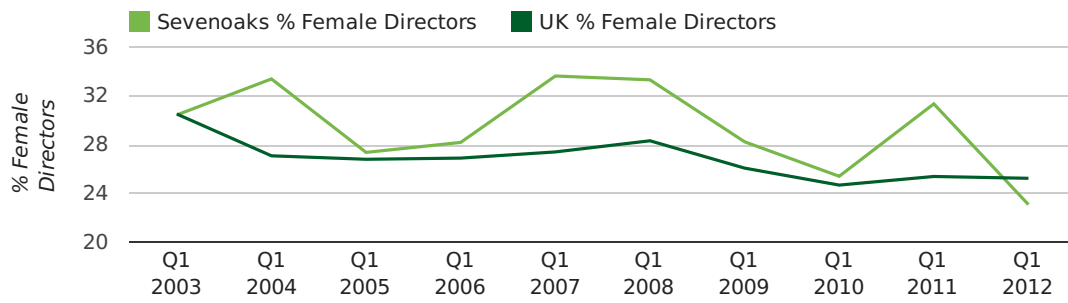


Quarterly Data (Q1 Jan-Mar 2012)

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

23.1% of all director appointments in Sevenoaks 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
FOR	2.55%	CONSULTING	5.07%
POWER	2.30%	MANAGEMENT	4.74%
FREE	2.22%	CONSULTANCY	3.30%
SCHOOLS	2.22%	PROPERTY	2.37%
MANAGEMENT	2.06%	TRADING	2.07%
CONSULTING	1.89%	DESIGN	1.93%
TRADING	1.23%	ENGINEERING	1.86%
INFRASTRUCTURE	1.23%	ASSOCIATES	1.84%
PROPERTY	1.15%	CONSULTANTS	1.79%
INVESTMENTS	1.15%	BUSINESS	1.73%
LONDON	0.91%	MEDIA	1.72%
ASSOCIATES	0.91%	CONSTRUCTION	1.72%
SEVENOAKS	0.82%	LONDON	1.66%
ELECTRICAL	0.82%	J	1.54%
CONSULTANCY	0.82%	INVESTMENTS	1.51%
CAPITAL	0.82%	GLOBAL	1.50%
CONSTRUCTION	0.66%	IT	1.40%
CONSULTANTS	0.66%	CARE	1.34%
ENTERPRISES	0.58%	PROPERTIES	1.31%
BUSINESS	0.58%	ELECTRICAL	1.27%
GLOBAL	0.58%	M	1.27%
SALES	0.49%	BUILDING	1.24%
INVESTMENT	0.49%	ENERGY	1.20%
BLUE	0.49%	S	1.20%
DEVELOPMENTS	0.49%	ENTERPRISES	1.19%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	352	216,665
7487 - Other business activities	88	52,735
82990 - Other business support service activities not elsewhere classified	78	35,233
5132 - Wholesale of meat and meat products	57	212
70229 - Management consultancy activities other than financial management	42	19,704
96090 - Other service activities not elsewhere classified	30	13,637
9999 - Dormant Company	28	18,617
7414 - Business & management consultancy	26	12,113
99999 - Dormant Company	26	25,084
74909 - Other professional, scientific and technical activities not elsewhere classified	23	9,892
62020 - Information technology consultancy activities	22	14,303
41100 - Development of building projects	15	4,984
74990 - Non-trading company	14	9,729
7222 - Other software consultancy and supply	12	6,934
43999 - Other specialised construction activities not elsewhere classified	12	3,931
7499 - Non-trading company	12	9,102
7260 - Other computer related activities	11	7,154
9305 - Other service activities	11	8,818
62090 - Other information technology service activities	10	8,145
64999 - Financial intermediation not elsewhere classified	9	3,136