

Tonbridge

2011 annual business confidence report



headlines

- 2011 was a record year for company registrations in Tonbridge when compared to any year in history.
- The second half of 2011 saw a new record in company registrations in Tonbridge when compared to any previous second half year.
- Q4 2011 saw a new record in company registrations in Tonbridge when compared to any previous Q4.
- December 2011 saw a new record in company registrations in Tonbridge when compared to any previous December.
- October 2011 saw a new record in company registrations in Tonbridge when compared to any previous October.
- Q4 2011 saw a new record in company closures in Tonbridge when compared to any previous Q4.
- The second half of 2011 saw a new record in net growth in Tonbridge when compared to any previous second half year.

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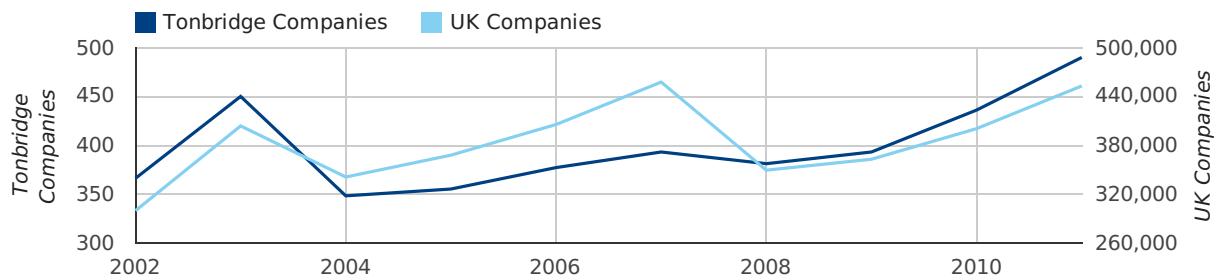
Annual Data (2011)

2011 was a record year for company registrations in Tonbridge when compared to any year in history.

A total of 490 companies were formed in Tonbridge in 2011. This total is 12.4% higher than in 2010 and compares equally to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	TONBRIDGE	UK
2011	490	452,870
2010	436	400,358
2009	393	362,675
2008	381	349,203
2007	393	457,649
RECORD YEAR	2011 (490)	2007 (457,649)

new companies by year



Half Year Data (Jul-Dec 2011)

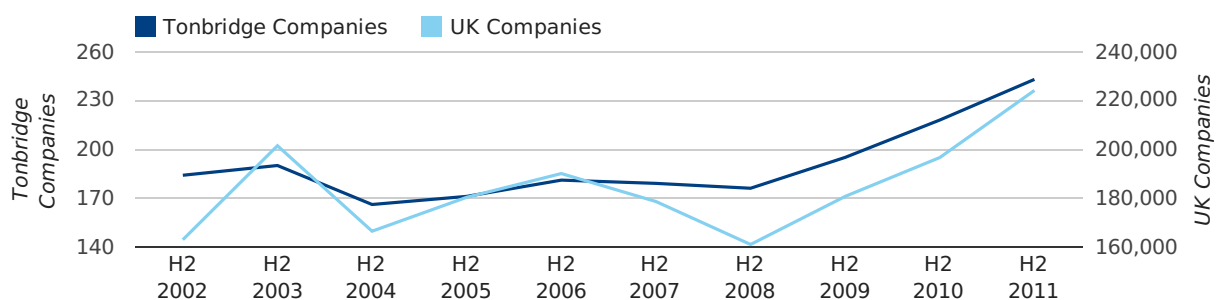
The second half of 2011 saw a new record in company registrations in Tonbridge when compared to any previous second half year.

In the second half of 2011 a total of 243 companies were formed in Tonbridge. This figure is 11.5% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Tonbridge occurred in 2011 when a total of 243 were formed.

HALF YEAR (JUL-DEC)	TONBRIDGE	UK
2011	243	224,135
2010	218	196,609
% CHANGE	11.5%	14.0%
RECORD YEAR	2011 (243)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

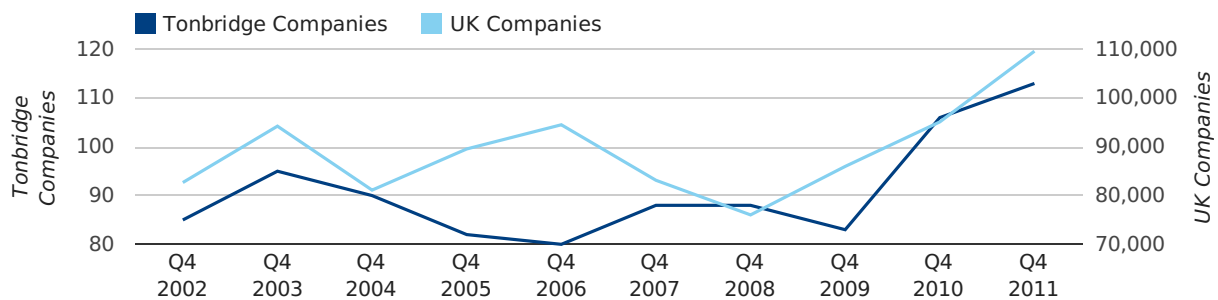
Q4 2011 saw a new record in company registrations in Tonbridge when compared to any previous Q4.

A total of 113 companies were registered in Tonbridge during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 6.6% versus the same period last year (Q4 2010). This figure compares badly 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)	TONBRIDGE	UK
2011	113	109,623
2010	106	95,117
% CHANGE	6.6%	15.3%
RECORD YEAR	2011 (113)	2011 (109,623)

new companies by quarter

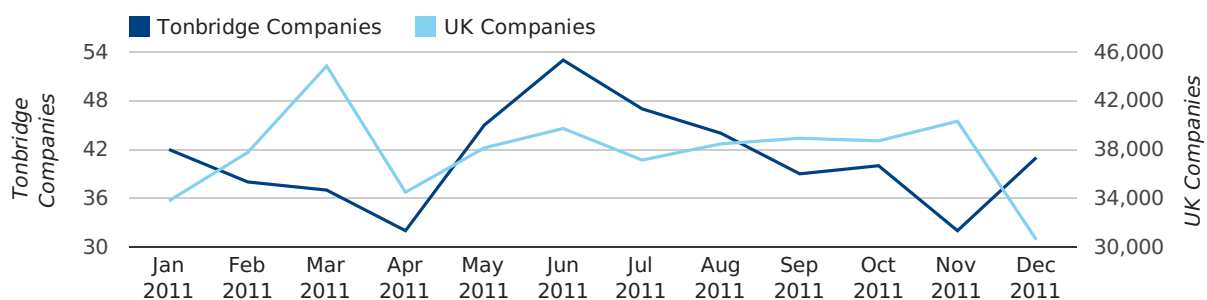


Monthly Data (Oct, Nov & Dec 2011)

December 2011 saw a new record in company registrations in Tonbridge when compared to any previous December.

October 2011 saw a new record in company registrations in Tonbridge when compared to any previous October.

new companies by month



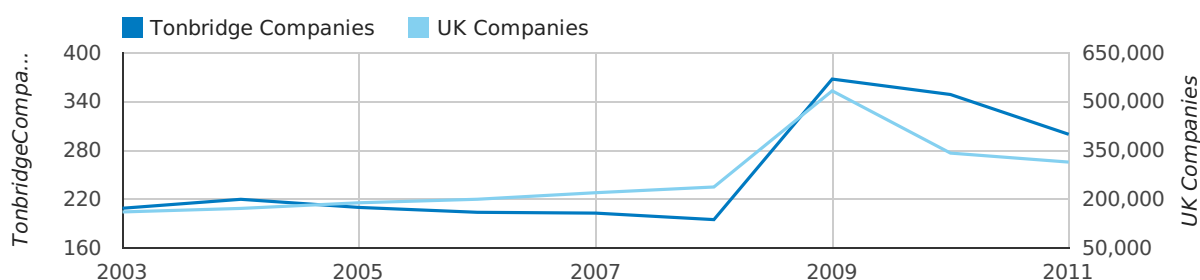
	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	40	32	41
NEW COMPANIES IN 2010	28	44	34
% CHANGE	42.9%	-27.3%	20.6%
RECORD YEAR	2011 (40)	2010 (44)	2011 (41)

Annual Data (2011)

A total of 300 companies were dissolved in Tonbridge in 2011. This total is 14.0% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	TONBRIDGE	UK
2011	300	314,523
2010	349	342,232
2009	368	533,773
2008	195	237,901
2007	203	220,295
RECORD YEAR	2009 (368)	2009 (533,773)

dissolved companies by year



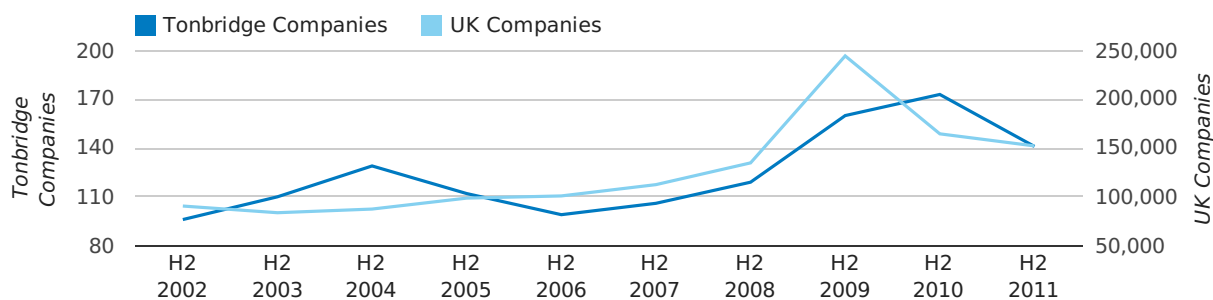
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 141 companies were dissolved in Tonbridge. This figure is 18.5% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Tonbridge occurred in 2010 when a total of 173 were closed.

HALF YEAR (JUL-DEC)	TONBRIDGE	UK
2011	141	152,213
2010	173	164,601
% CHANGE	-18.5%	-7.5%
RECORD YEAR	2010 (173)	2009 (244,537)

dissolved companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

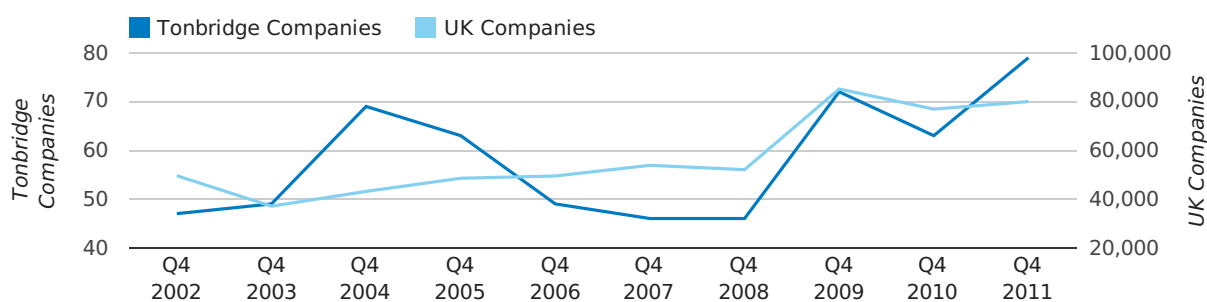
Q4 2011 saw a new record in company closures in Tonbridge when compared to any previous Q4.

A total of 79 companies were dissolved in Tonbridge during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 25.4% 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.

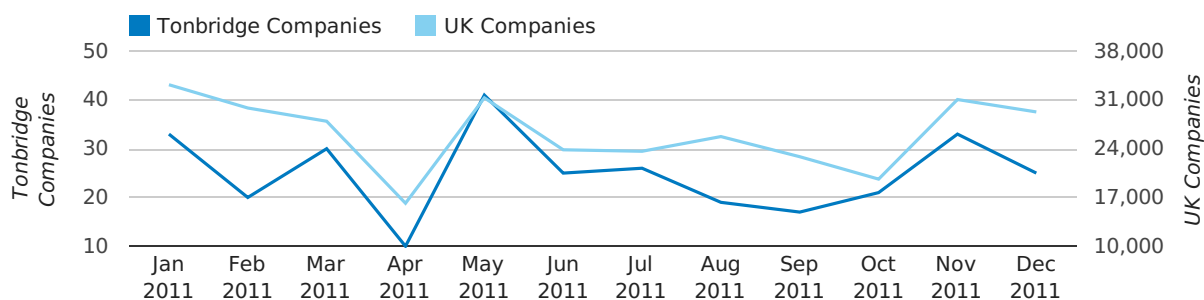
FOURTH QUARTER (OCT 2011 - DEC 2011)	TONBRIDGE	UK
2011	79	79,983
2010	63	76,896
% CHANGE	25.4%	4.0%
RECORD YEAR	2011 (79)	2009 (85,136)

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	21	33	25
CLOSED COMPANIES IN 2010	25	27	11
% CHANGE	-16.0%	22.2%	127%
RECORD YEAR	2004 (35)	2005 (37)	2009 (26)

Annual Data (2011)

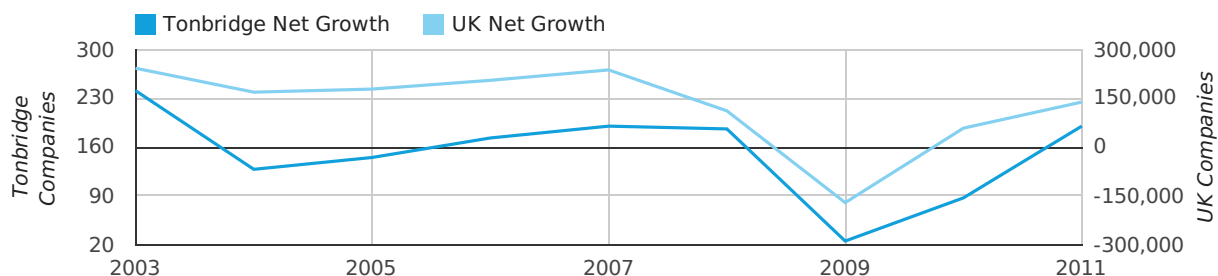
A total of 190 companies were added to the company register for Tonbridge in 2011. This number represents growth of 43.6% which compares favourably to the UK figure of 34.6%.

This number is 103 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2003 when the Tonbridge company register grew by 241 companies.

YEAR	TONBRIDGE	UK
2011	190	138,347
2010	87	58,126
2009	25	-171,098
2008	186	111,302
2007	190	237,354
RECORD YEAR	2003 (241)	2003 (242,543)

net growth by year



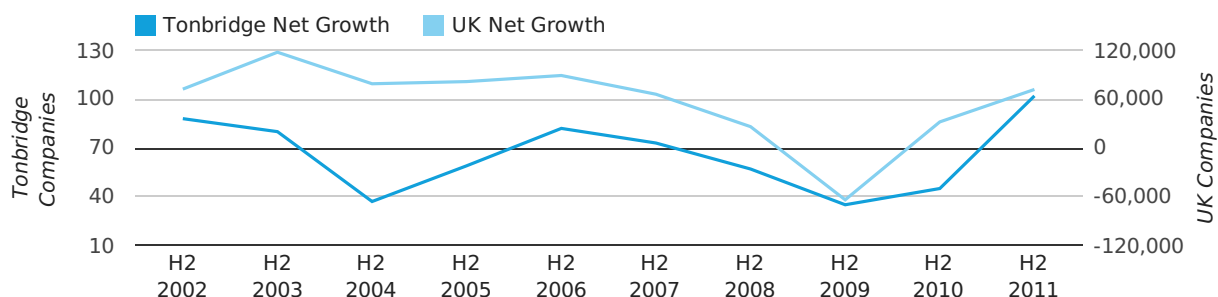
Half Year Data (Jul-Dec 2011)

The second half of 2011 saw a new record in net growth in Tonbridge when compared to any previous second half year.

In the second half of 2011 the company register for Tonbridge increased by 102 companies. This figure is 126.7% higher than last year, which compares well to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	TONBRIDGE	UK
2011	102	71,922
2010	45	32,008
% CHANGE	126.7%	124.7%
RECORD YEAR	2011 (102)	2003 (117,772)

net growth by half year



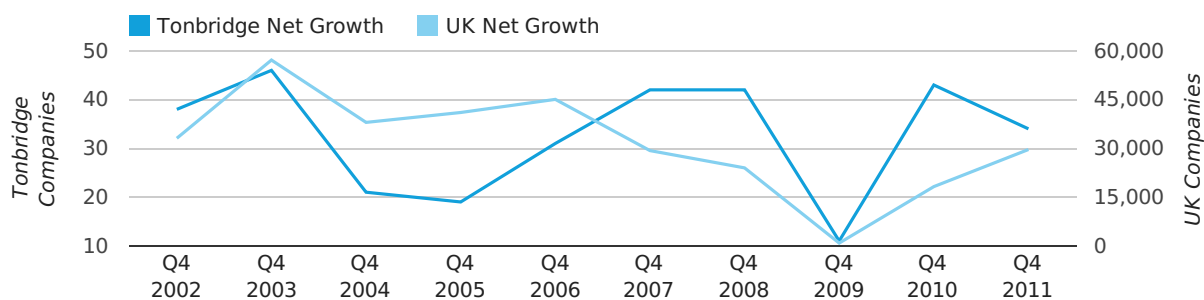
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Tonbridge during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 34 companies.

This represents a decrease of 20.9% on the same period last year.

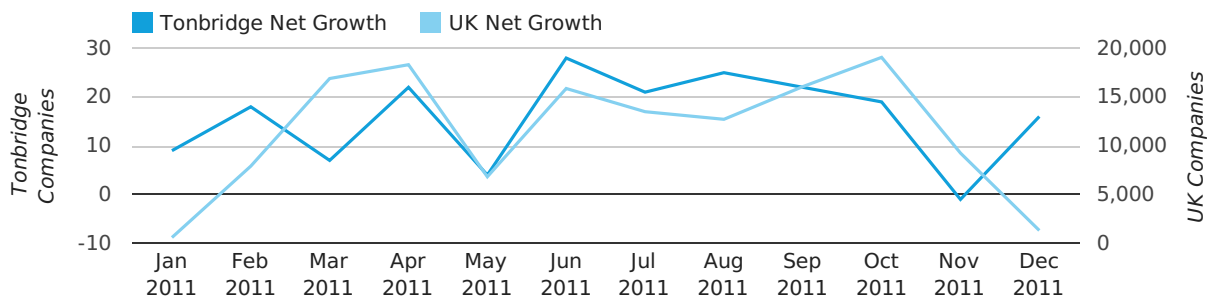
FOURTH QUARTER (OCT 2011 - DEC 2011)	TONBRIDGE	UK
2011	34	29,640
2010	43	18,221
% CHANGE	-20.9%	62.7%
RECORD YEAR	2003 (46)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



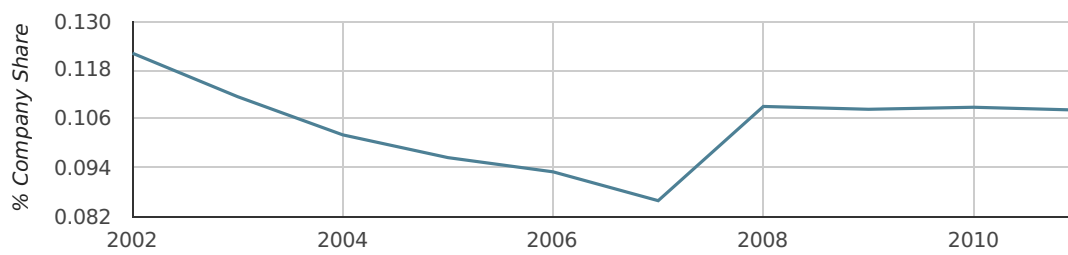
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	19	-1	16
NET GROWTH IN 2010	3	17	23
% CHANGE	533.3%	-105.9%	-30.4%
RECORD YEAR	2008 (25)	2004 (21)	2010 (23)

Annual Data (2011)

In 2011 Tonbridge formed 0.1% of all UK companies. This is no change on 2010 when Tonbridge was responsible for 0.1% of all UK companies.

YEAR	TONBRIDGE
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1968 (0.2%)

company share by year

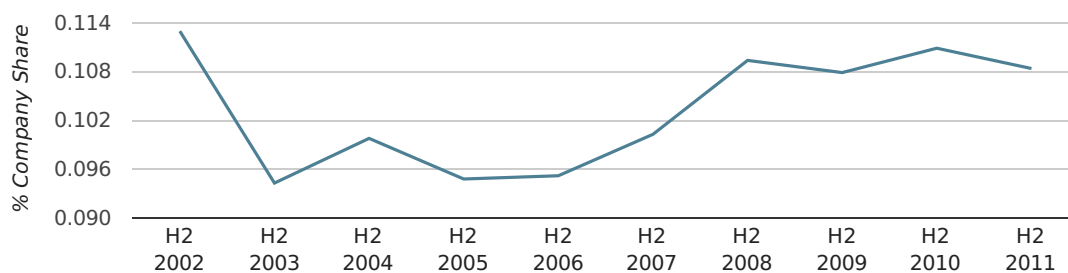


Half Year Data (Jul-Dec 2011)

In the second half of 2011 Tonbridge formed 0.1% of all UK companies. This is the same as the 2010 figure of 0.1%.

HALF YEAR (JUL-DEC)	TONBRIDGE
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1970 (0.3%)

company share by half year

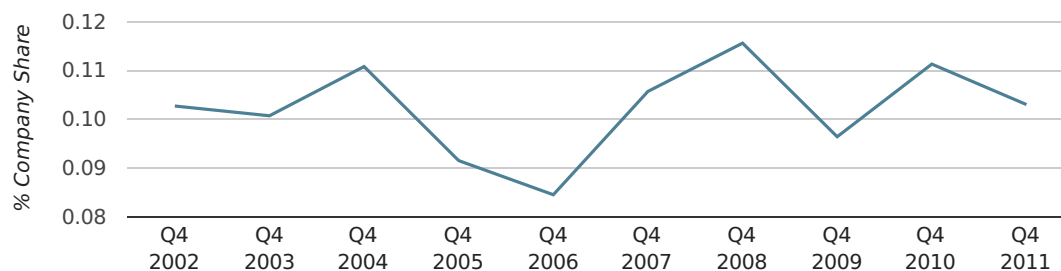


Quarterly Data (Q4 Oct-Dec 2011)

In the fourth quarter of 2011, Tonbridge formed 0.1% of all UK companies.

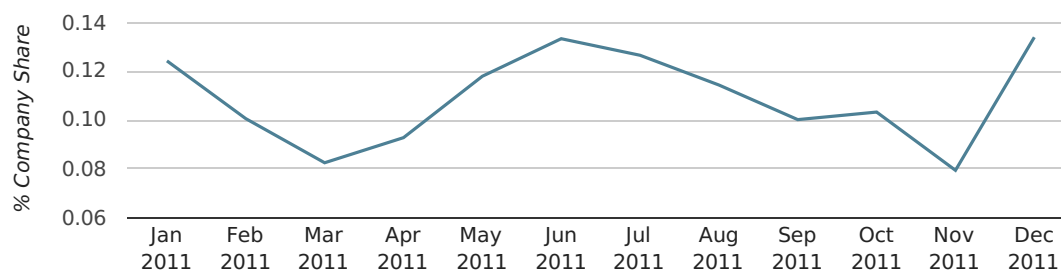
FOURTH QUARTER (OCT 2011 - DEC 2011)	TONBRIDGE
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1968 (0.4%)

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



	OCTOBER	NOVEMBER	DECEMBER
UK FORMATION SHARE IN 2011	0.1%	0.1%	0.1%
UK FORMATION SHARE IN 2010	0.1%	0.1%	0.1%
% CHANGE	24.2%	-38.0%	6.9%
RECORD YEAR	1972 (0.5%)	1968 (0.5%)	1968 (0.4%)

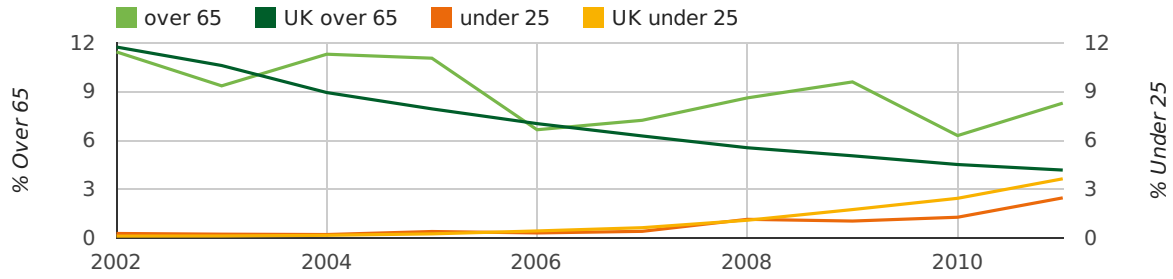
Annual Data (2011)

The average age of a director in 2011 was 46.7.

The percentage of directors under the age of 25 was 2.5% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 8.3% compared to the UK figure of 4.2%.

director age by year



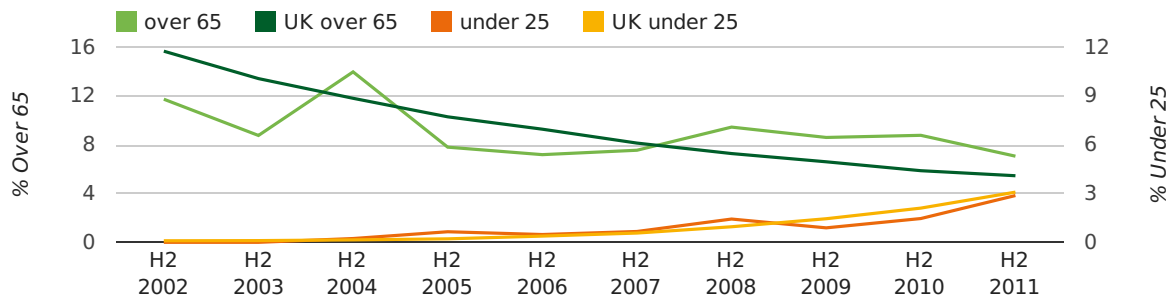
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 46.6.

The percentage of directors under the age of 25 was 2.9% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 7.1% compared to the UK figure of 4.1%.

director age by half year



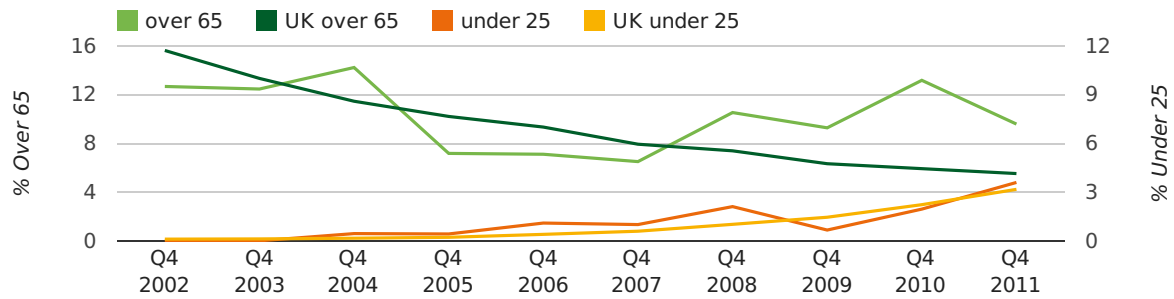
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 45.9.

The percentage of directors under the age of 25 was 3.6% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 9.6% compared to the UK figure of 4.1%.

director age by quarter

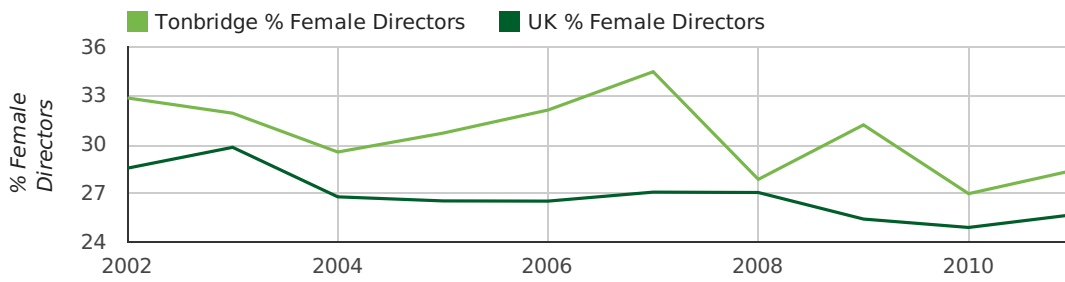


Annual Data (2011)

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

The percentage of female directors in Tonbridge in 2011 was 32.9%. The average for the UK during this time was 28.6%

director gender by year

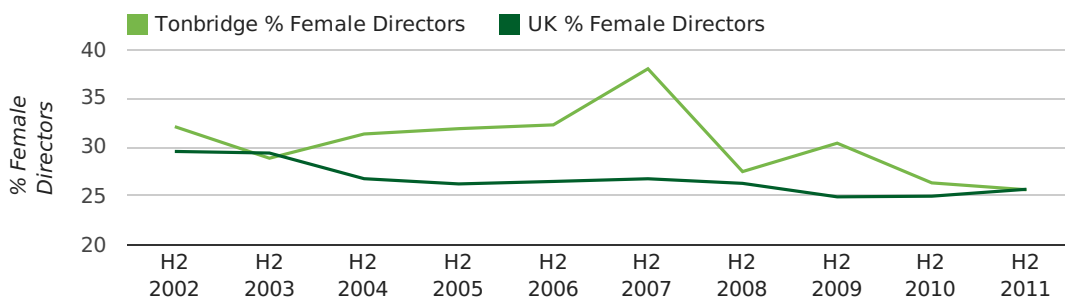


Half Year Data (Jul-Dec 2011)

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

25.6% of all director appointments in Tonbridge 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

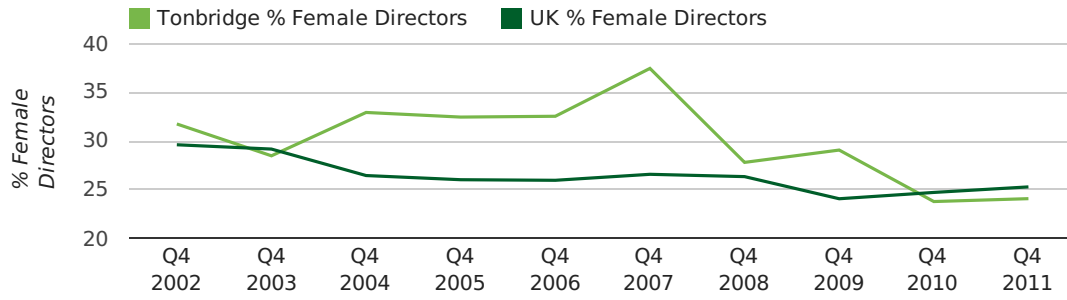


Quarterly Data (Q4 Oct-Dec 2011)

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

24.1% of all director appointments in Tonbridge 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
CONSULTING	1.95%	CONSULTING	5.07%
CONSULTANCY	1.15%	MANAGEMENT	4.74%
BROADBAND	1.03%	CONSULTANCY	3.26%
MANAGEMENT	1.03%	PROPERTY	2.37%
KENT	0.92%	TRADING	2.07%
ELECTRICAL	0.92%	DESIGN	1.92%
PROPERTY	0.92%	ASSOCIATES	1.86%
CORPORATION	0.57%	ENGINEERING	1.78%
S	0.57%	BUSINESS	1.78%
(KENT)	0.57%	CONSULTANTS	1.76%
PARTNERSHIP	0.57%	CONSTRUCTION	1.73%
SUPPLIES	0.46%	MEDIA	1.71%
LONDON	0.46%	LONDON	1.63%
CONSULTANTS	0.46%	J	1.51%
COMMUNITY	0.46%	INVESTMENTS	1.48%
MEDICAL	0.46%	GLOBAL	1.46%
CONSTRUCTION	0.46%	IT	1.41%
CENTRE	0.46%	CARE	1.39%
TONBRIDGE	0.46%	PROPERTIES	1.29%
J	0.34%	ELECTRICAL	1.29%
SCHOOL	0.34%	M	1.27%
HIRE	0.34%	BUILDING	1.26%
FINANCIAL	0.34%	ENERGY	1.25%
HOTEL	0.34%	S	1.20%
PROJECT	0.34%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	177	205,525
7487 - Other business activities	75	57,052
70229 - Management consultancy activities other than financial management	32	17,765
7414 - Business & management consultancy	26	13,034
82990 - Other business support service activities not elsewhere classified	25	32,483
99999 - Dormant Company	24	21,846
9999 - Dormant Company	22	20,199
62090 - Other information technology service activities	13	7,493
7222 - Other software consultancy and supply	12	7,398
96090 - Other service activities not elsewhere classified	11	11,768
74990 - Non-trading company	10	8,929
41100 - Development of building projects	9	4,331
62020 - Information technology consultancy activities	9	12,072
4521 - General construction & civil engineering	8	5,558
69201 - Accounting and auditing activities	8	3,633
7499 - Non-trading company	8	9,957
7260 - Other computer related activities	7	7,667
86900 - Other human health activities	7	4,457
62012 - Business and domestic software development	7	3,714
98000 - Residents property management	6	2,874