

Glasgow

q1 2012 business confidence report



headlines

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

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

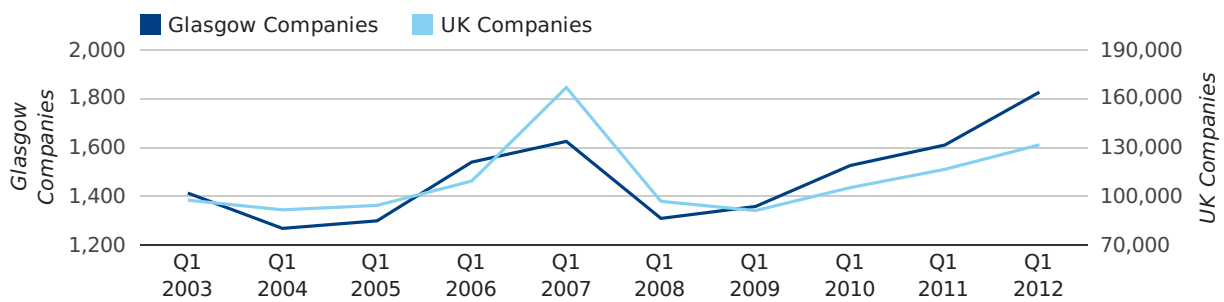
Q1 2012 was a record quarter for company registrations in Glasgow when compared to any quarter in history.

A total of 1,826 companies were registered in Glasgow during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 13.5% versus the same period last year (Q1 2011). This figure compares equally 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) | GLASGOW | UK |
|-------------------------------------|--------------|----------------|
| 2012 | 1,826 | 131,491 |
| 2011 | 1,609 | 116,391 |
| % CHANGE | 13.5% | 13.0% |
| RECORD YEAR | 2012 (1,826) | 2007 (166,814) |

new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

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

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

new companies by month



| | JANUARY | FEBRUARY | MARCH |
|-----------------------|------------|------------|------------|
| NEW COMPANIES IN 2012 | 531 | 633 | 662 |
| NEW COMPANIES IN 2011 | 463 | 548 | 598 |
| % CHANGE | 14.7% | 15.5% | 10.7% |
| RECORD YEAR | 2012 (531) | 2012 (633) | 2007 (692) |

Quarterly Data (Q1 Jan-Mar 2012)

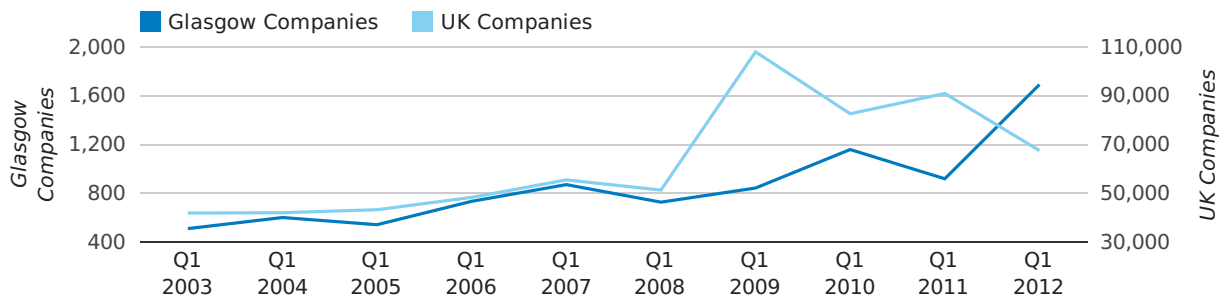
Q1 2012 saw a new record in company closures in Glasgow when compared to any previous Q1.

A total of 1,693 companies were dissolved in Glasgow during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 84.0% 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) | GLASGOW | UK |
|-------------------------------------|--------------|----------------|
| 2012 | 1,693 | 67,576 |
| 2011 | 920 | 90,986 |
| % CHANGE | 84.0% | -25.7% |
| RECORD YEAR | 2012 (1,693) | 2009 (108,060) |

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

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

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

dissolved companies by month



| | JANUARY | FEBRUARY | MARCH |
|--------------------------|------------|------------|------------|
| CLOSED COMPANIES IN 2012 | 751 | 474 | 468 |
| CLOSED COMPANIES IN 2011 | 345 | 271 | 304 |
| % CHANGE | 117.7% | 74.9% | 54% |
| RECORD YEAR | 2012 (751) | 2012 (474) | 2010 (515) |

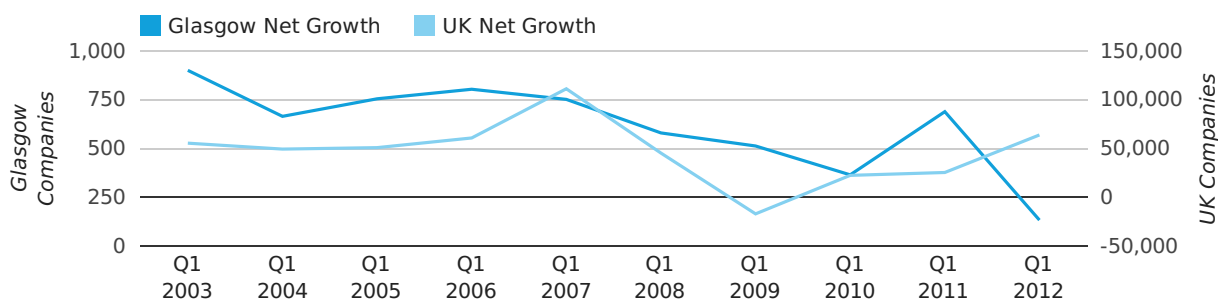
Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Glasgow during the first quarter of 2012 (Jan 2012 - Mar 2012) was 133 companies.

This represents a decrease of 80.7% on the same period last year.

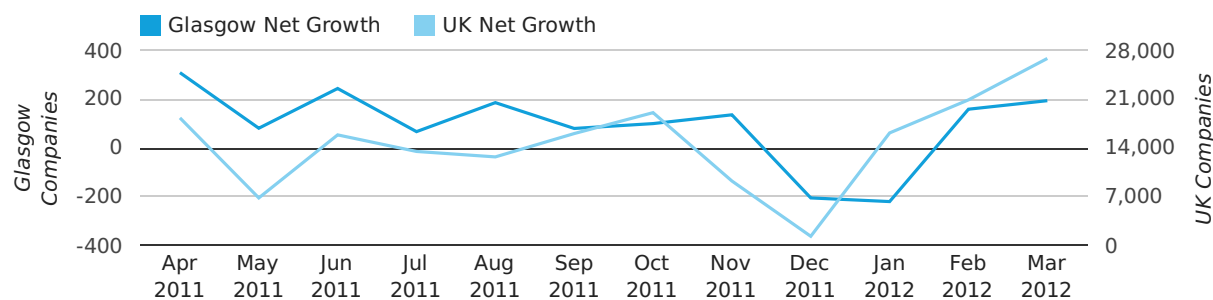
| FIRST QUARTER (JAN 2012 - MAR 2012) | GLASGOW | UK |
|-------------------------------------|------------|----------------|
| 2012 | 133 | 63,915 |
| 2011 | 689 | 25,405 |
| % CHANGE | -80.7% | 151.6% |
| RECORD YEAR | 2003 (901) | 2007 (111,282) |

net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

net growth by month



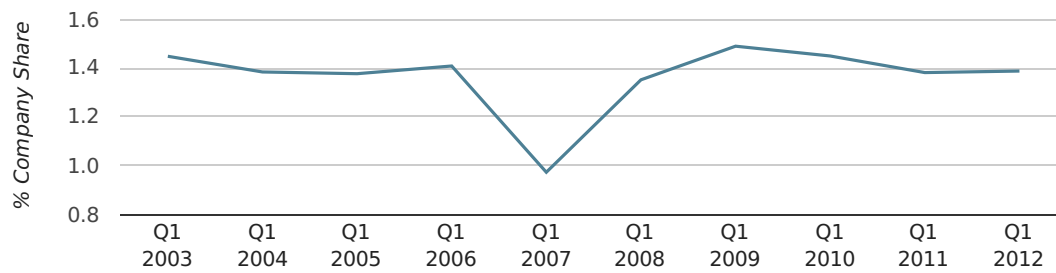
| | JANUARY | FEBRUARY | MARCH |
|--------------------|------------|------------|------------|
| NET GROWTH IN 2012 | -220 | 159 | 194 |
| NET GROWTH IN 2011 | 118 | 277 | 294 |
| % CHANGE | -286.4% | -42.6% | -34.0% |
| RECORD YEAR | 2007 (327) | 2011 (277) | 2006 (407) |

Quarterly Data (Q1 Jan-Mar 2012)

In the first quarter of 2012, Glasgow formed 1.4% of all UK companies.

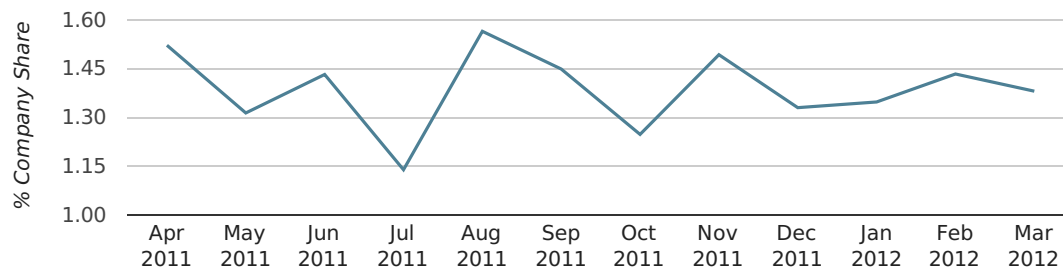
| FIRST QUARTER (JAN 2012 - MAR 2012) | GLASGOW |
|-------------------------------------|-------------|
| 2012 | 1.4% |
| 2011 | 1.4% |
| 2010 | 1.5% |
| 2009 | 1.5% |
| 2008 | 1.4% |
| RECORD YEAR (SINCE 1960) | 1984 (2.1%) |

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



| | JANUARY | FEBRUARY | MARCH |
|----------------------------|-------------|-------------|--------------|
| UK FORMATION SHARE IN 2012 | 1.3% | 1.4% | 1.4% |
| UK FORMATION SHARE IN 2011 | 1.4% | 1.5% | 1.3% |
| % CHANGE | -1.7% | -1.2% | 3.6% |
| RECORD YEAR | 1997 (2.8%) | 1974 (3.5%) | 1979 (16.3%) |

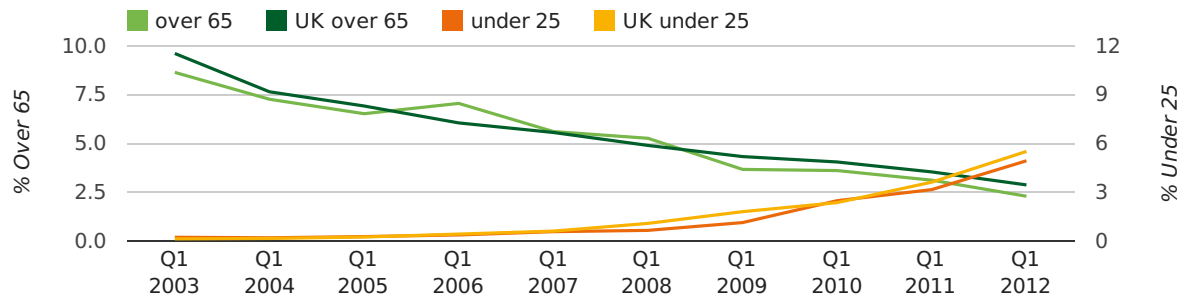
Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 42.3.

The percentage of directors under the age of 25 was 4.9% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 2.3% compared to the UK figure of 3.5%.

director age by quarter

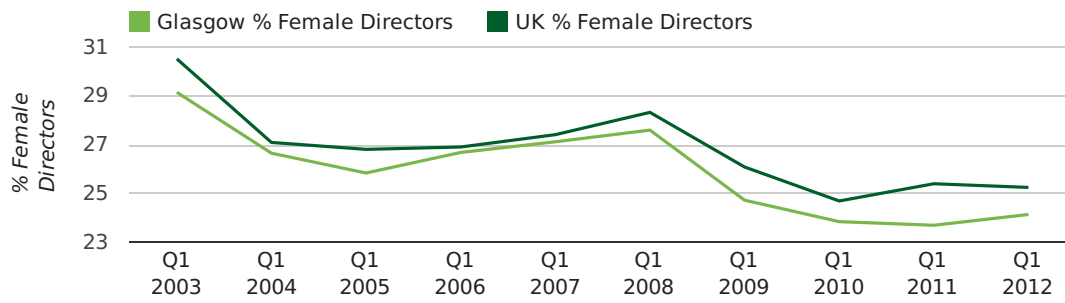


Quarterly Data (Q1 Jan-Mar 2012)

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

24.1% of all director appointments in Glasgow 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 |
|--------------|------------|--------------|---------------|
| (SCOTLAND) | 2.49% | CONSULTING | 5.07% |
| GLASGOW | 1.90% | MANAGEMENT | 4.74% |
| SCOTLAND | 1.58% | CONSULTANCY | 3.30% |
| MANAGEMENT | 1.53% | PROPERTY | 2.37% |
| CONSULTING | 1.34% | TRADING | 2.07% |
| CONSULTANCY | 1.32% | DESIGN | 1.93% |
| PROPERTY | 1.21% | ENGINEERING | 1.86% |
| ENGINEERING | 0.96% | ASSOCIATES | 1.84% |
| (GLASGOW) | 0.91% | CONSULTANTS | 1.79% |
| TRADING | 0.82% | BUSINESS | 1.73% |
| BUSINESS | 0.82% | MEDIA | 1.72% |
| PROPERTIES | 0.80% | CONSTRUCTION | 1.72% |
| ENERGY | 0.79% | LONDON | 1.66% |
| DESIGN | 0.79% | J | 1.54% |
| CONSULTANTS | 0.72% | INVESTMENTS | 1.51% |
| M | 0.72% | GLOBAL | 1.50% |
| INVESTMENTS | 0.68% | IT | 1.40% |
| CONSTRUCTION | 0.66% | CARE | 1.34% |
| J | 0.65% | PROPERTIES | 1.31% |
| MEDIA | 0.62% | ELECTRICAL | 1.27% |
| CONTRACTS | 0.62% | M | 1.27% |
| SOLAR | 0.59% | BUILDING | 1.24% |
| HOME | 0.59% | ENERGY | 1.20% |
| LEISURE | 0.56% | S | 1.20% |
| ENTERPRISES | 0.55% | ENTERPRISES | 1.19% |

Previous 36 months, excluding companies less than 12 months old

| SIC CODE | NUMBER OF COMPANIES | UK COMPANIES |
|--|---------------------|--------------|
| None Supplied | 3,316 | 216,665 |
| 7487 - Other business activities | 711 | 52,735 |
| 82990 - Other business support service activities not elsewhere classified | 492 | 35,233 |
| 99999 - Dormant Company | 263 | 25,084 |
| 70229 - Management consultancy activities other than financial management | 214 | 19,704 |
| 9999 - Dormant Company | 201 | 18,617 |
| 62020 - Information technology consultancy activities | 186 | 14,303 |
| 56103 - Take-away food shops and mobile food stands | 177 | 2,902 |
| 74909 - Other professional, scientific and technical activities not elsewhere classified | 151 | 9,892 |
| 96090 - Other service activities not elsewhere classified | 140 | 13,637 |
| 5530 - Restaurants | 134 | 4,633 |
| 7414 - Business & management consultancy | 121 | 12,113 |
| 5552 - Catering | 108 | 1,960 |
| 56101 - Licensed restaurants | 107 | 1,885 |
| 7260 - Other computer related activities | 105 | 7,154 |
| 68209 - Other letting and operating of own or leased real estate | 104 | 4,427 |
| 9305 - Other service activities | 100 | 8,818 |
| 62090 - Other information technology service activities | 95 | 8,145 |
| 74990 - Non-trading company | 84 | 9,729 |
| 5540 - Bars | 83 | 1,978 |