

Sale

2011 annual business confidence report



headlines

- The second half of 2011 saw a new record in company registrations in Sale when compared to any previous second half year.
- Q4 2011 saw a new record in company registrations in Sale when compared to any previous Q4.
- December 2011 saw a new record in company registrations in Sale when compared to any previous December.
- December 2011 saw a new record in company closures in Sale when compared to any previous December.

contents

new company registrations

closed companies (dissolved)

net company growth

uk company share

director age

director gender

naming trends

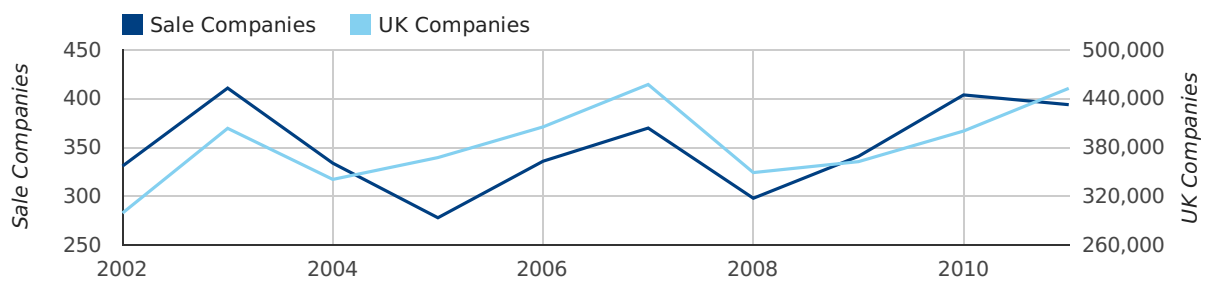
sic data

Annual Data (2011)

A total of 394 companies were formed in Sale in 2011. This total is 2.5% lower than in 2010 and compares favourably to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	SALE	UK
2011	394	452,870
2010	404	400,358
2009	341	362,675
2008	298	349,203
2007	370	457,649
RECORD YEAR	2003 (411)	2007 (457,649)

new companies by year



Half Year Data (Jul-Dec 2011)

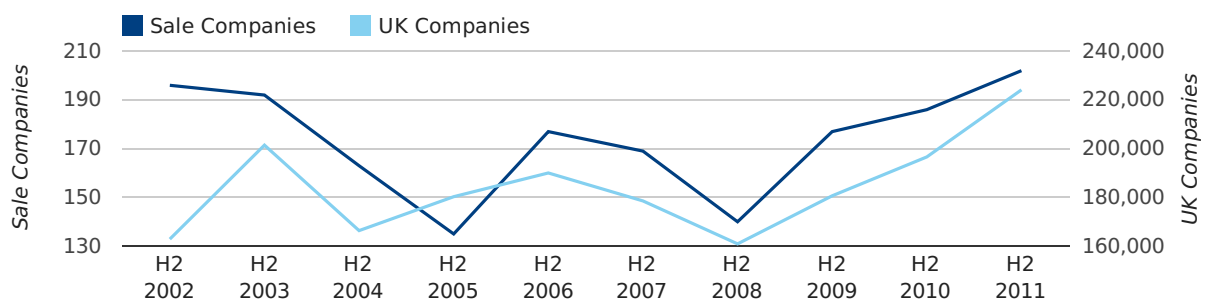
The second half of 2011 saw a new record in company registrations in Sale when compared to any previous second half year.

In the second half of 2011 a total of 202 companies were formed in Sale. This figure is 8.6% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Sale occurred in 2011 when a total of 202 were formed.

HALF YEAR (JUL-DEC)	SALE	UK
2011	202	224,135
2010	186	196,609
% CHANGE	8.6%	14.0%
RECORD YEAR	2011 (202)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

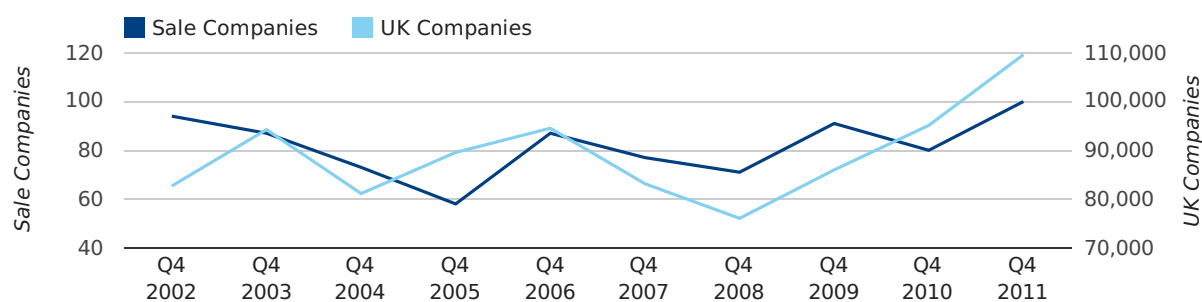
Q4 2011 saw a new record in company registrations in Sale when compared to any previous Q4.

A total of 100 companies were registered in Sale during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 25.0% 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)	SALE	UK
2011	100	109,623
2010	80	95,117
% CHANGE	25.0%	15.3%
RECORD YEAR	2011 (100)	2011 (109,623)

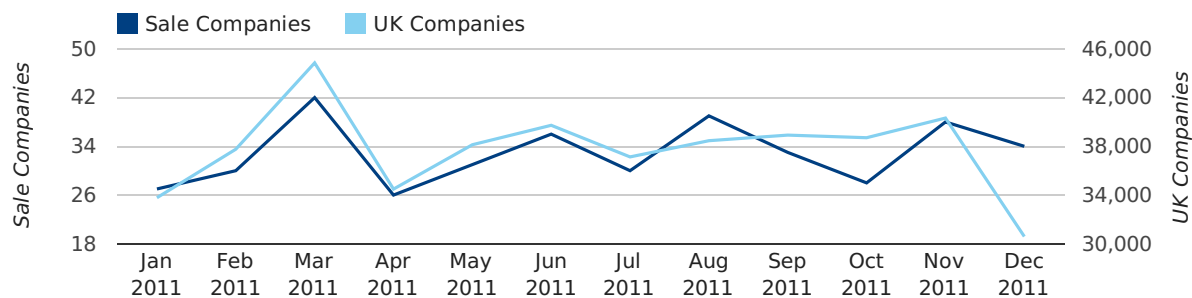
new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

new companies by month



	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	28	38	34
NEW COMPANIES IN 2010	30	31	19
% CHANGE	-6.7%	22.6%	78.9%
RECORD YEAR	2006 (42)	2009 (41)	2011 (34)

Annual Data (2011)

A total of 292 companies were dissolved in Sale in 2011. This total is 4.6% lower than in 2010 and compares favourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	SALE	UK
2011	292	314,523
2010	306	342,232
2009	524	533,773
2008	216	237,901
2007	186	220,295
RECORD YEAR	2009 (524)	2009 (533,773)

dissolved companies by year



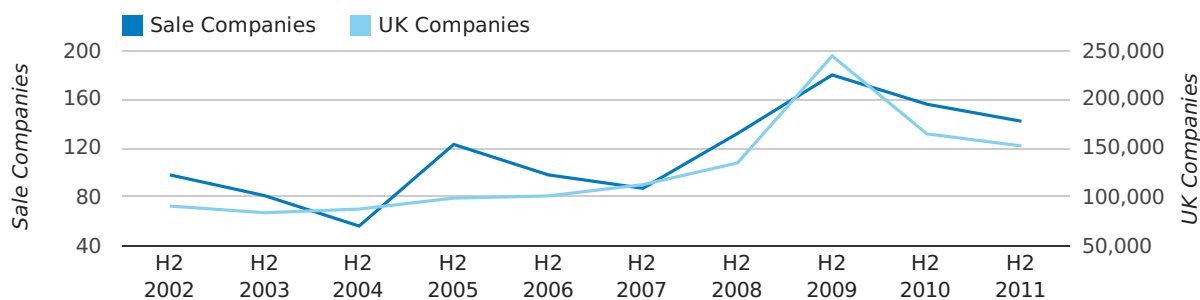
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 142 companies were dissolved in Sale. This figure is 9.0% lower than last year, which compares well to the UK wide change of -7.5%.

The highest total for a second half year in Sale occurred in 2009 when a total of 180 were closed.

HALF YEAR (JUL-DEC)	SALE	UK
2011	142	152,213
2010	156	164,601
% CHANGE	-9.0%	-7.5%
RECORD YEAR	2009 (180)	2009 (244,537)

dissolved companies by half year



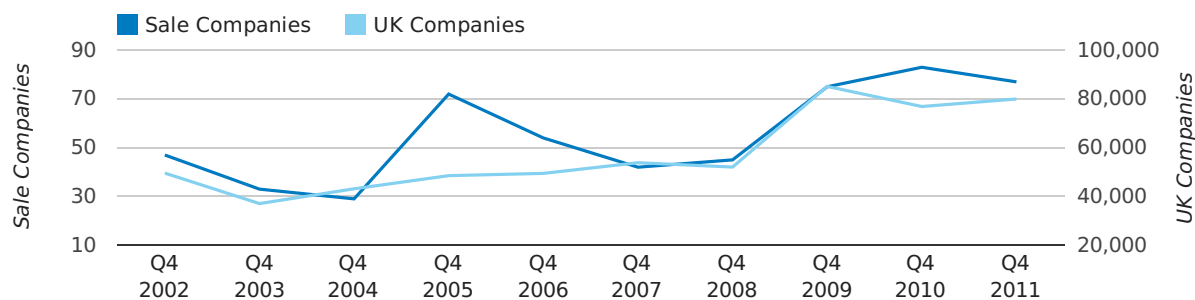
Quarterly Data (Q4 Oct-Dec 2011)

A total of 77 companies were dissolved in Sale during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is a decrease of 7.2% versus the same period last year (Q4 2010). This figure compares well 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)	SALE	UK
2011	77	79,983
2010	83	76,896
% CHANGE	-7.2%	4.0%
RECORD YEAR	2010 (83)	2009 (85,136)

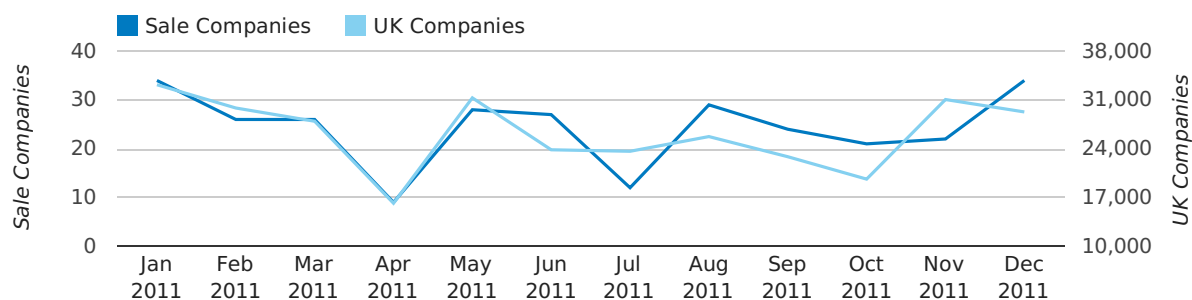
dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	21	22	34
CLOSED COMPANIES IN 2010	34	31	18
% CHANGE	-38.2%	-29.0%	89%
RECORD YEAR	2010 (34)	2005 (31)	2011 (34)

Annual Data (2011)

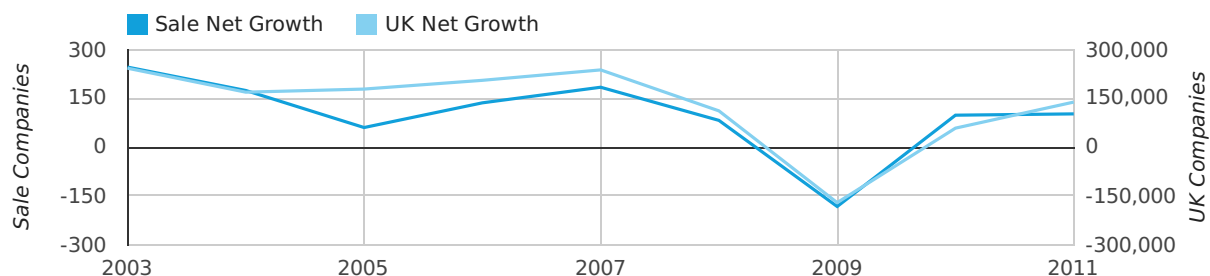
A total of 102 companies were added to the company register for Sale in 2011. This number represents growth of 25.2% which compares unfavourably to the UK figure of 34.6%.

This number is 4 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2003 when the Sale company register grew by 246 companies.

YEAR	SALE	UK
2011	102	138,347
2010	98	58,126
2009	-183	-171,098
2008	82	111,302
2007	184	237,354
RECORD YEAR	2003 (246)	2003 (242,543)

net growth by year

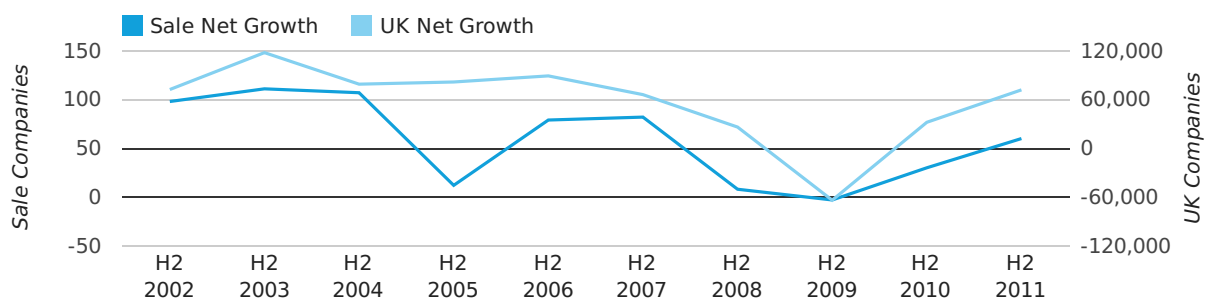


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Sale increased by 60 companies. This figure is 100.0% higher than last year, which compares badly to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	SALE	UK
2011	60	71,922
2010	30	32,008
% CHANGE	100.0%	124.7%
RECORD YEAR	2003 (111)	2003 (117,772)

net growth by half year



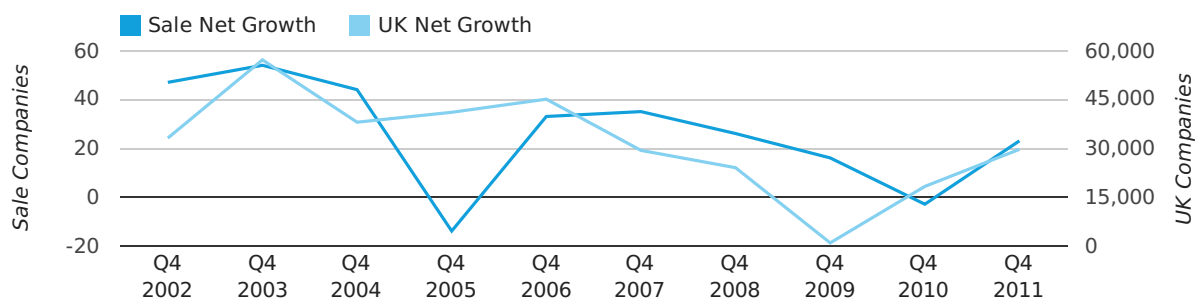
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Sale during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 23 companies.

This represents an increase of 866.7% on the same period last year.

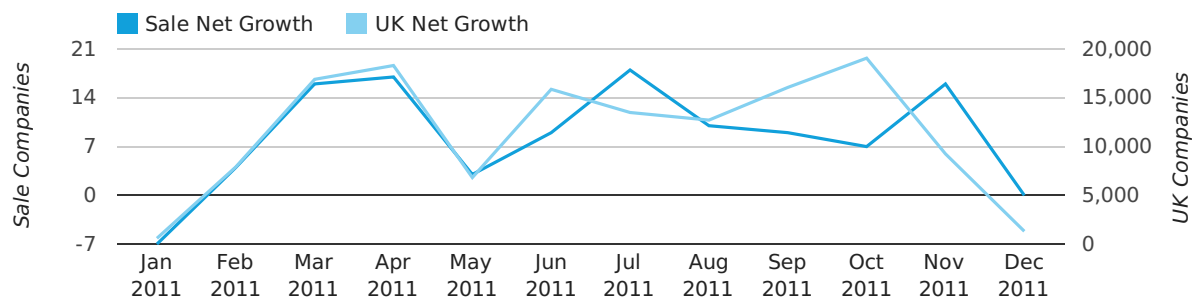
FOURTH QUARTER (OCT 2011 - DEC 2011)	SALE	UK
2011	23	29,640
2010	-3	18,221
% CHANGE	-866.7%	62.7%
RECORD YEAR	2000 (57)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



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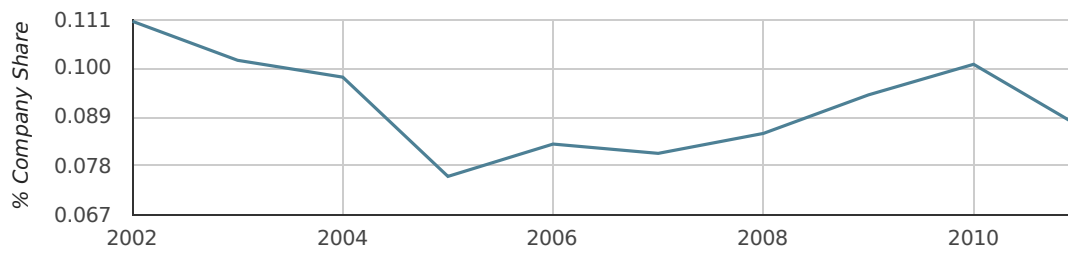
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	7	16	0
NET GROWTH IN 2010	-4	0	1
% CHANGE	-275.0%	0.0%	-100.0%
RECORD YEAR	2003 (26)	2000 (33)	2002 (17)

Annual Data (2011)

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

YEAR	SALE
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1962 (0.2%)

company share by year

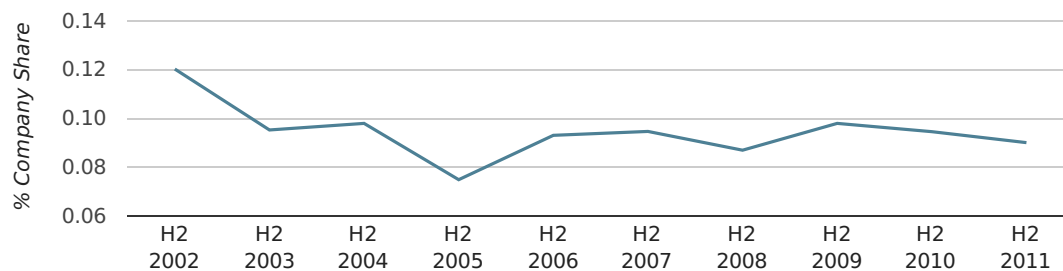


Half Year Data (Jul-Dec 2011)

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

HALF YEAR (JUL-DEC)	SALE
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1984 (0.2%)

company share by half year

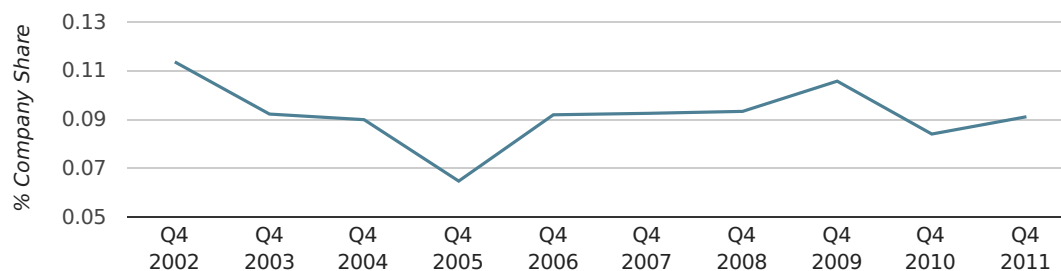


Quarterly Data (Q4 Oct-Dec 2011)

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

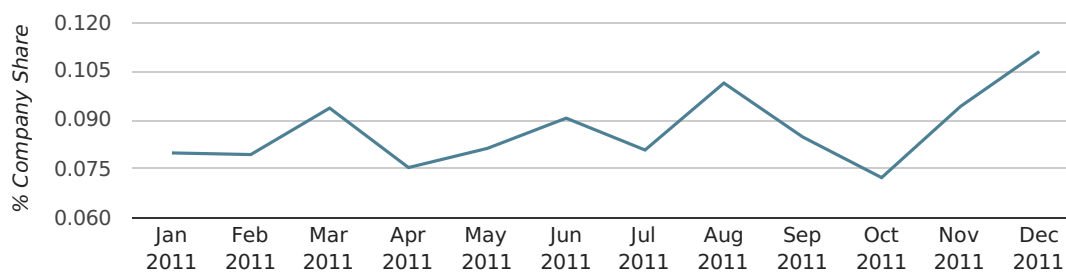
FOURTH QUARTER (OCT 2011 - DEC 2011)	SALE
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1977 (0.2%)

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	-18.9%	4.3%	58.7%
RECORD YEAR	1960 (0.4%)	1966 (0.2%)	1977 (0.3%)

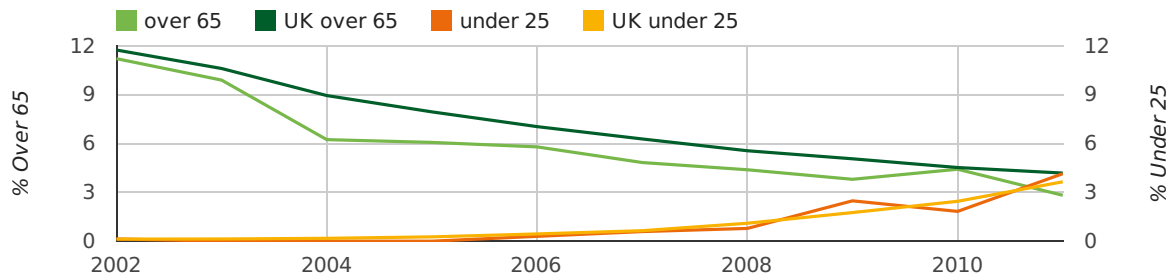
Annual Data (2011)

The average age of a director in 2011 was 43.4.

The percentage of directors under the age of 25 was 4.2% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 2.8% compared to the UK figure of 4.2%.

director age by year



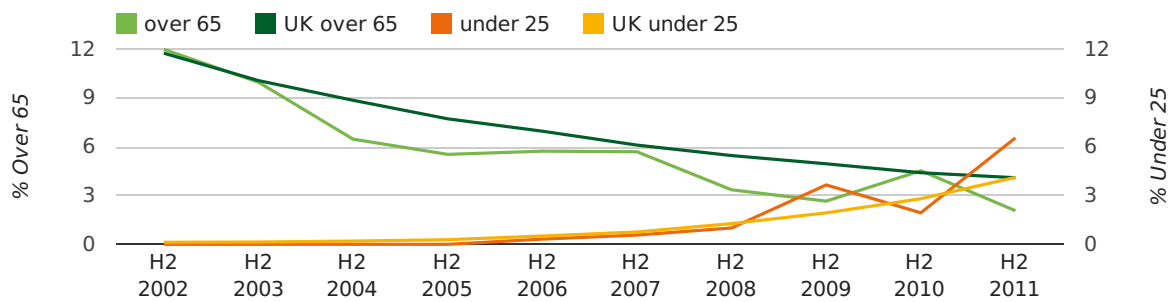
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 42.8.

The percentage of directors under the age of 25 was 6.6% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 2.1% compared to the UK figure of 4.1%.

director age by half year



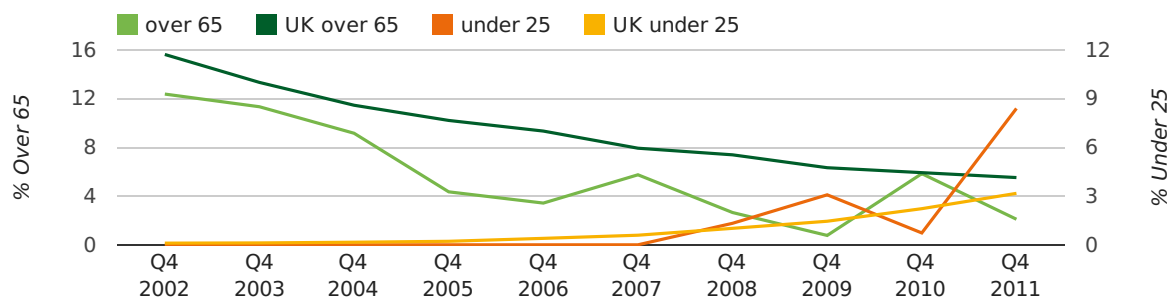
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 42.5.

The percentage of directors under the age of 25 was 8.4% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 2.1% compared to the UK figure of 4.1%.

director age by quarter

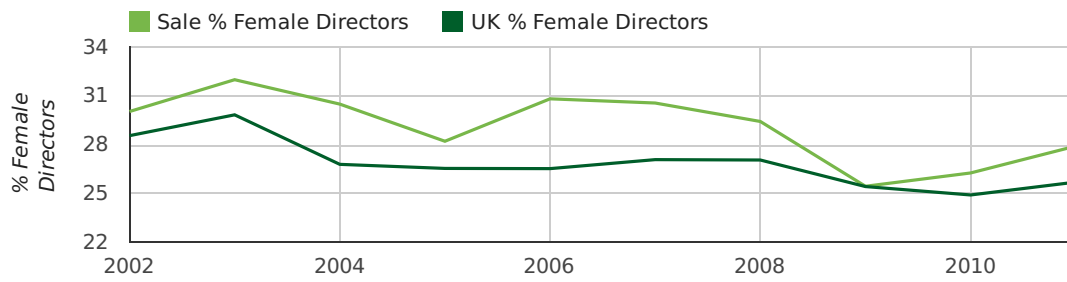


Annual Data (2011)

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

The percentage of female directors in Sale in 2011 was 30.0%. The average for the UK during this time was 28.6%

director gender by year

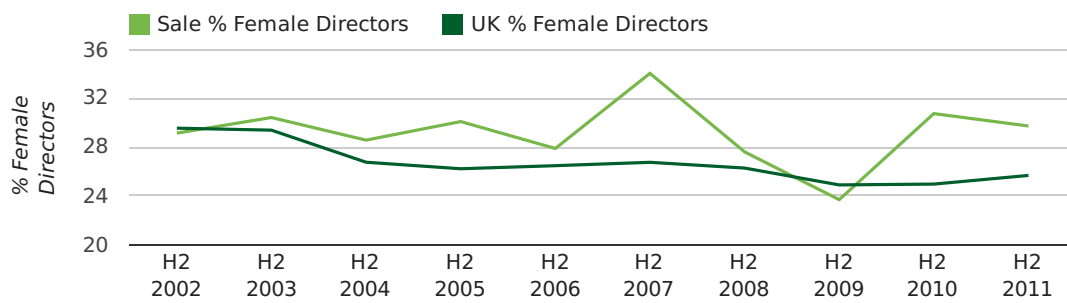


Half Year Data (Jul-Dec 2011)

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

29.7% of all director appointments in Sale 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

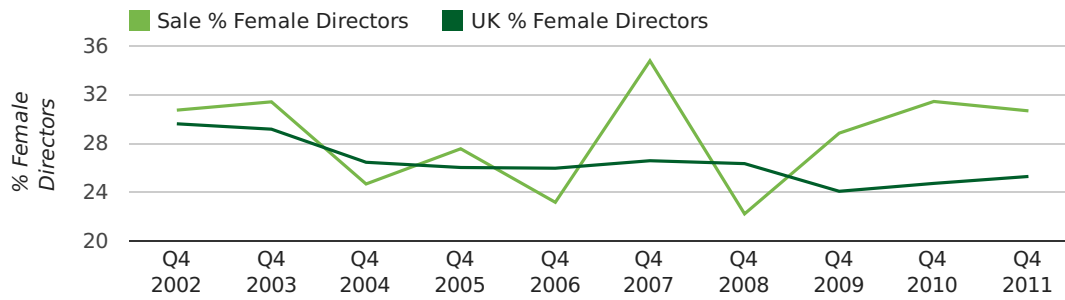


Quarterly Data (Q4 Oct-Dec 2011)

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

30.7% of all director appointments in Sale 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
CONSULTANCY	1.69%	CONSULTING	5.07%
CONSULTING	1.41%	MANAGEMENT	4.74%
MANAGEMENT	1.27%	CONSULTANCY	3.26%
MANCHESTER	0.98%	PROPERTY	2.37%
IT	0.84%	TRADING	2.07%
TRAINING	0.84%	DESIGN	1.92%
LL	0.84%	ASSOCIATES	1.86%
J	0.84%	ENGINEERING	1.78%
DESIGN	0.84%	BUSINESS	1.78%
HEALTH	0.70%	CONSULTANTS	1.76%
CARE	0.70%	CONSTRUCTION	1.73%
BUILDING	0.56%	MEDIA	1.71%
ROAD	0.56%	LONDON	1.63%
CONSULTANTS	0.56%	J	1.51%
LEGAL	0.56%	INVESTMENTS	1.48%
EXCELSIA	0.56%	GLOBAL	1.46%
FINANCIAL	0.56%	IT	1.41%
4	0.42%	CARE	1.39%
STORES	0.42%	PROPERTIES	1.29%
BAR	0.42%	ELECTRICAL	1.29%
MONEY	0.42%	M	1.27%
BROOKHOUSE	0.42%	BUILDING	1.26%
SPORTS	0.42%	ENERGY	1.25%
D	0.42%	S	1.20%
CENTRE	0.42%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	168	205,525
7487 - Other business activities	49	57,052
82990 - Other business support service activities not elsewhere classified	28	32,483
9999 - Dormant Company	18	20,199
70229 - Management consultancy activities other than financial management	18	17,765
7414 - Business & management consultancy	16	13,034
62020 - Information technology consultancy activities	14	12,072
9305 - Other service activities	12	9,492
64999 - Financial intermediation not elsewhere classified	12	2,946
74909 - Other professional, scientific and technical activities not elsewhere classified	11	8,671
5552 - Catering	11	2,110
7222 - Other software consultancy and supply	10	7,398
62090 - Other information technology service activities	10	7,493
7499 - Non-trading company	9	9,957
96090 - Other service activities not elsewhere classified	9	11,768
7260 - Other computer related activities	8	7,667
74990 - Non-trading company	8	8,929
99999 - Dormant Company	7	21,846
86210 - General medical practice activities	7	2,285
41100 - Development of building projects	7	4,331