

# Salford

q3 2011 business confidence report



## headlines

- Q3 2011 saw a new record in company registrations in Salford when compared to any previous Q3.
- September 2011 saw a new record in company registrations in Salford when compared to any previous September.
- August 2011 saw a new record in company registrations in Salford when compared to any previous August.
- Q3 2011 saw a new record in net growth in Salford when compared to any previous Q3.
- August 2011 saw a new record in net growth in Salford when compared to any previous August.

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### Quarterly Data (Q3 Jul-Sep 2011)

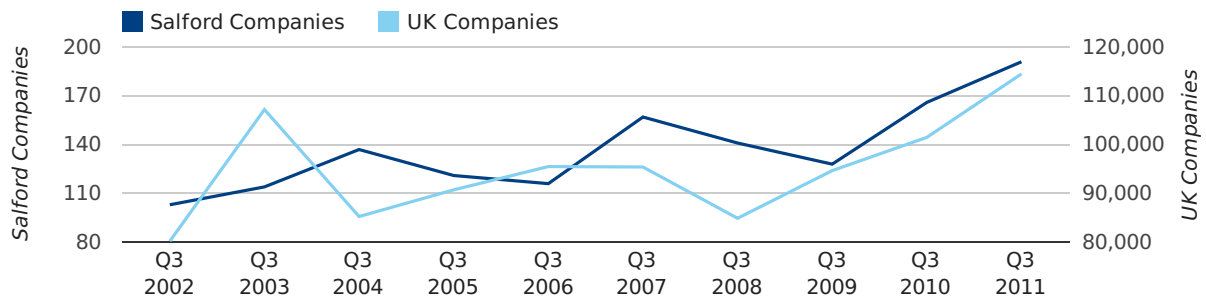
Q3 2011 saw a new record in company registrations in Salford when compared to any previous Q3.

A total of 191 companies were registered in Salford during the third quarter of 2011 (Jul 2011 - Sep 2011).

This figure is an increase of 15.1% versus the same period last year (Q3 2010). This figure compares well to the UK as a whole, which saw an increase of 12.8% against the same period last year.

THIRD QUARTER (JUL 2011 - SEP 2011)	SALFORD	UK
2011	191	114,512
2010	166	101,492
% CHANGE	15.1%	12.8%
RECORD YEAR	2011 (191)	2011 (114,512)

### new companies by quarter

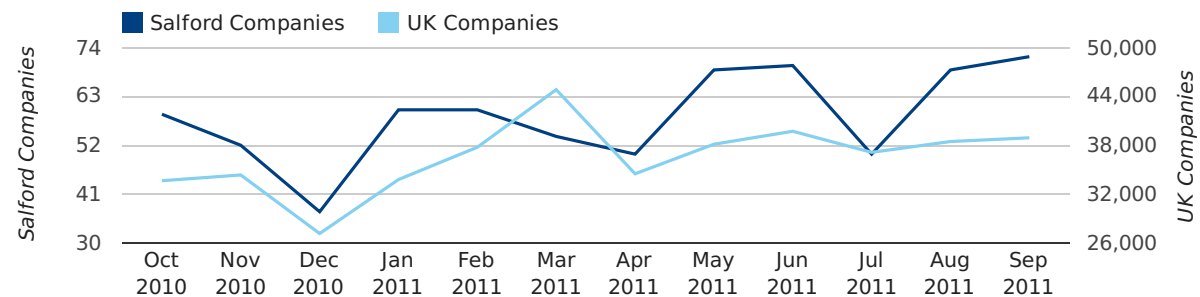


### Monthly Data (Jul, Aug & Sep 2011)

September 2011 saw a new record in company registrations in Salford when compared to any previous September.

August 2011 saw a new record in company registrations in Salford when compared to any previous August.

### new companies by month



	JULY	AUGUST	SEPTEMBER
NEW COMPANIES IN 2011	50	69	72
NEW COMPANIES IN 2010	51	64	51
% CHANGE	-2.0%	7.8%	41.2%
RECORD YEAR	2007 (57)	2011 (69)	2011 (72)

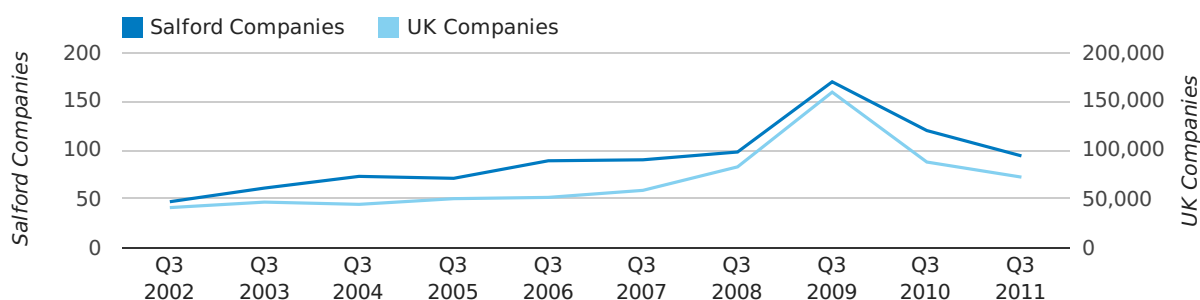
### Quarterly Data (Q3 Jul-Sep 2011)

A total of 94 companies were dissolved in Salford during the third quarter of 2011 (Jul 2011 - Sep 2011).

This figure is a decrease of 21.7% versus the same period last year (Q3 2010). This figure compares well to the UK as a whole, which saw a decrease of 17.6% against the same period last year.

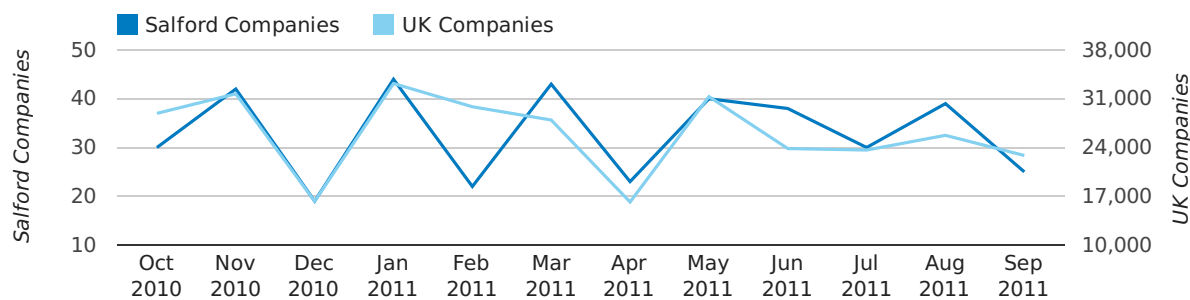
THIRD QUARTER (JUL 2011 - SEP 2011)	SALFORD	UK
2011	94	72,230
2010	120	87,705
% CHANGE	-21.7%	-17.6%
RECORD YEAR	2009 (170)	2009 (159,401)

### dissolved companies by quarter



### Monthly Data (Jul, Aug & Sep 2011)

### dissolved companies by month



	JULY	AUGUST	SEPTEMBER
CLOSED COMPANIES IN 2011	30	39	25
CLOSED COMPANIES IN 2010	39	46	35
% CHANGE	-23.1%	-15.2%	-29%
RECORD YEAR	1997 (58)	2008 (67)	2009 (88)

### Quarterly Data (Q3 Jul-Sep 2011)

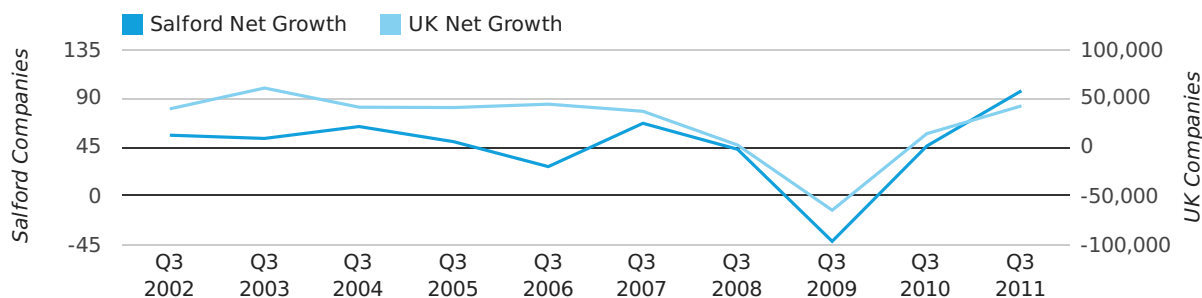
Q3 2011 saw a new record in net growth in Salford when compared to any previous Q3.

Net company growth for Salford during the third quarter of 2011 (Jul 2011 - Sep 2011) was 97 companies.

This represents an increase of 110.9% on the same period last year.

THIRD QUARTER (JUL 2011 - SEP 2011)	SALFORD	UK
2011	97	42,282
2010	46	13,787
% CHANGE	110.9%	206.7%
RECORD YEAR	2011 (97)	2003 (60,597)

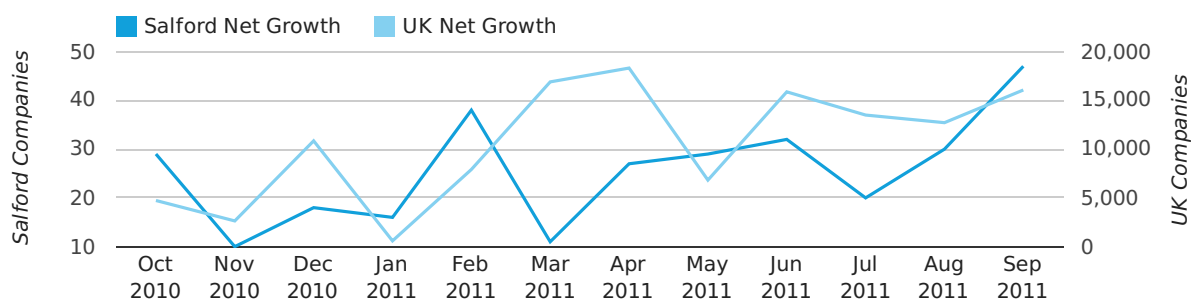
### net growth by quarter



### Monthly Data (Jul, Aug & Sep 2011)

August 2011 saw a new record in net growth in Salford when compared to any previous August.

### net growth by month



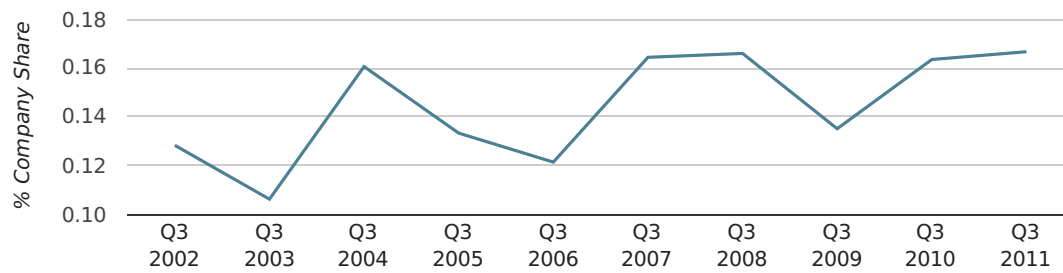
	JULY	AUGUST	SEPTEMBER
NET GROWTH IN 2011	20	30	47
NET GROWTH IN 2010	12	18	16
% CHANGE	66.7%	66.7%	193.8%
RECORD YEAR	2008 (41)	2011 (30)	2004 (55)

### Quarterly Data (Q3 Jul-Sep 2011)

In the third quarter of 2011, Salford formed 0.2% of all UK companies.

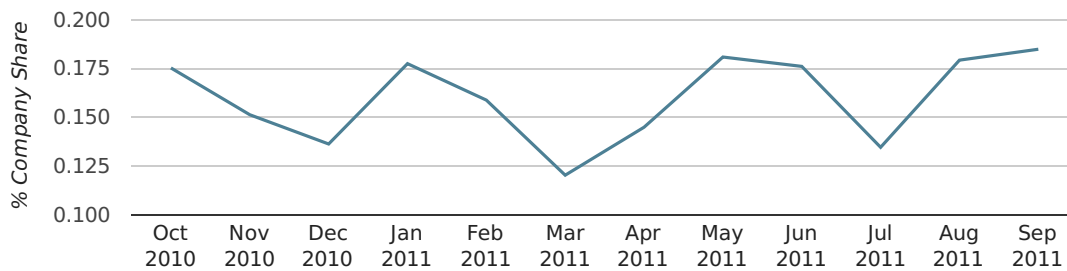
THIRD QUARTER (JUL 2011 - SEP 2011)	SALFORD
2011	0.2%
2010	0.2%
2009	0.1%
2008	0.2%
2007	0.2%
RECORD YEAR (SINCE 1960)	1962 (0.3%)

### company share by quarter



### Monthly Data (Jul, Aug & Sep 2011)

### company share by month



	JULY	AUGUST	SEPTEMBER
UK FORMATION SHARE IN 2011	0.1%	0.2%	0.2%
UK FORMATION SHARE IN 2010	0.2%	0.2%	0.1%
% CHANGE	-10.3%	-9.3%	27.5%
RECORD YEAR	1960 (0.4%)	1968 (0.5%)	1962 (0.9%)

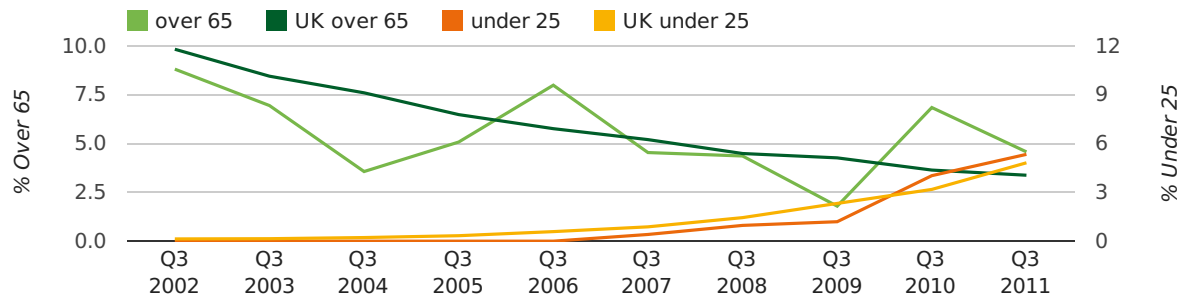
### Quarterly Data (Q3 Jul-Sep 2011)

The average age of a director in the third quarter of 2011 was 40.7.

The percentage of directors under the age of 25 was 5.3% compared to the UK figure of 4.0%.

The percentage of directors over the age of 65 was 4.6% compared to the UK figure of 4.1%.

#### director age by quarter

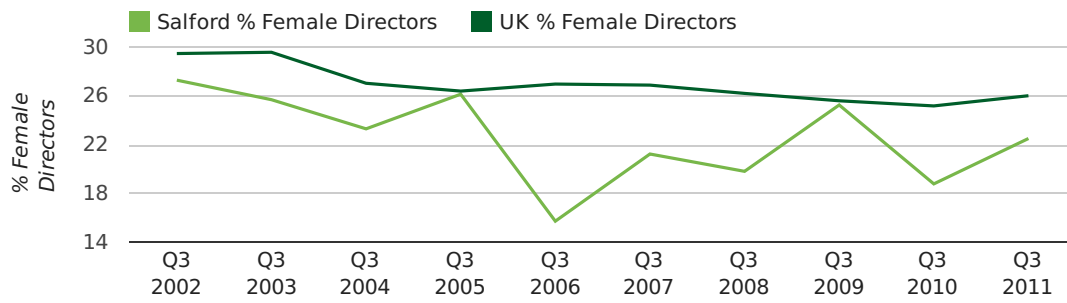


### Quarterly Data (Q3 Jul-Sep 2011)

The record third quarter for female directors in Salford was in 1862 when 50.0% of all directors were female.

22.5% of all director appointments in Salford in the third quarter of 2011 were female. This compares to a UK average of 26.0% for the same period.

#### director gender by quarter





## Previous 12 months (Sep 2010-Sep 2011)

Excluding: LIMITED, LTD, &amp;, UK, SERVICES, THE, (UK), AND, LTD., A, LLP, SOLUTIONS, COMPANY, OF.

WORD	PERCENTAGE	UK WORD	UK PERCENTAGE
ESTATES	1.39%	CONSULTING	5.11%
FITTERS	1.39%	MANAGEMENT	4.75%
MANAGEMENT	1.22%	CONSULTANCY	3.19%
PROPERTY	1.04%	PROPERTY	2.41%
PROPERTIES	1.04%	TRADING	2.06%
CONSULTING	1.04%	DESIGN	1.94%
ENTERPRISES	0.95%	ASSOCIATES	1.85%
MEDIA	0.87%	BUSINESS	1.82%
MARKETING	0.78%	CONSULTANTS	1.76%
TRADING	0.69%	ENGINEERING	1.74%
PRODUCTIONS	0.61%	MEDIA	1.72%
(MANCHESTER)	0.52%	CONSTRUCTION	1.72%
CONSTRUCTION	0.52%	LONDON	1.63%
J	0.52%	J	1.47%
LEGAL	0.43%	GLOBAL	1.46%
INN	0.43%	INVESTMENTS	1.43%
D	0.43%	CARE	1.42%
GOLDMAN	0.43%	IT	1.38%
ENGINEERING	0.43%	BUILDING	1.30%
WEST)	0.43%	PROPERTIES	1.28%
SECURITY	0.43%	ELECTRICAL	1.27%
TECHNOLOGIES	0.43%	M	1.25%
MANCHESTER	0.43%	ENERGY	1.22%
INVESTMENTS	0.43%	TRAINING	1.21%
SALFORD	0.43%	S	1.21%

## Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	390	204,493
7487 - Other business activities	87	65,177
7499 - Non-trading company	35	11,543
99999 - Dormant Company	28	18,281
96090 - Other service activities not elsewhere classified	25	10,018
9999 - Dormant Company	22	22,587
82990 - Other business support service activities not elsewhere classified	16	29,245
7020 - Letting of own property	14	1,806
70100 - Activities of head offices	14	2,479
74990 - Non-trading company	13	8,064
9305 - Other service activities	13	10,525
5248 - Other retail specialised stores	11	2,240
68320 - Management of real estate on a fee or contract basis	11	2,929
7260 - Other computer related activities	11	8,686
7222 - Other software consultancy and supply	10	8,345
4545 - Other building completion	9	2,731
9302 - Hairdressing & other beauty treatment	8	1,706
62020 - Information technology consultancy activities	8	10,137
70229 - Management consultancy activities other than financial management	8	15,760
5242 - Retail sale of clothing	8	1,861