

Salford

2011 annual business confidence report



headlines

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

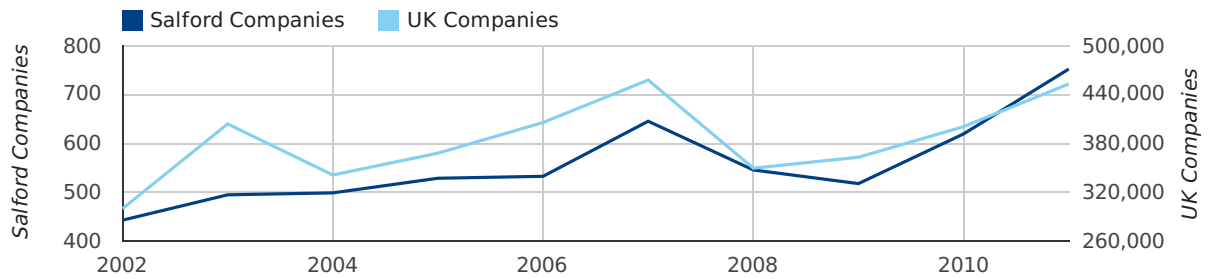
Annual Data (2011)

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

A total of 752 companies were formed in Salford in 2011. This total is 21.5% higher than in 2010 and compares poorly to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	SALFORD	UK
2011	752	452,870
2010	619	400,358
2009	517	362,675
2008	545	349,203
2007	645	457,649
RECORD YEAR	2011 (752)	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 Salford when compared to any previous second half year.

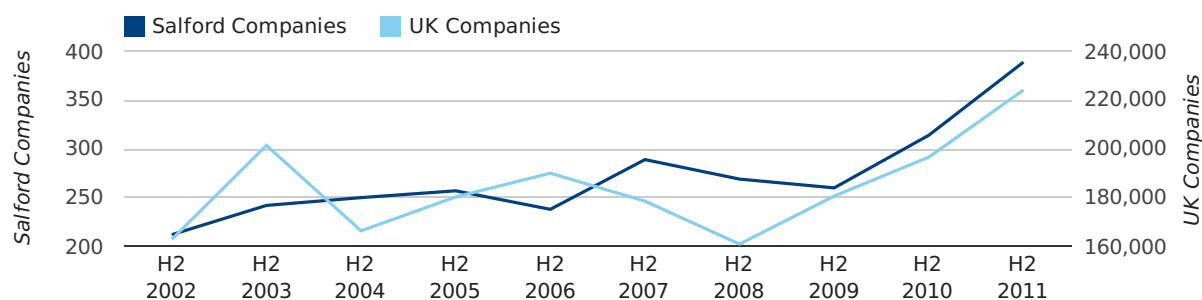
The second half of 2011 was a record second half year for company registrations in Salford when compared to any half year in history.

In the second half of 2011 a total of 389 companies were formed in Salford. This figure is 23.9% higher than last year, which compares well to the UK wide figure of 14.0%.

The highest total for a second half year in Salford occurred in 2011 when a total of 389 were formed.

HALF YEAR (JUL-DEC)	SALFORD	UK
2011	389	224,135
2010	314	196,609
% CHANGE	23.9%	14.0%
RECORD YEAR	2011 (389)	2011 (224,135)

new companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

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

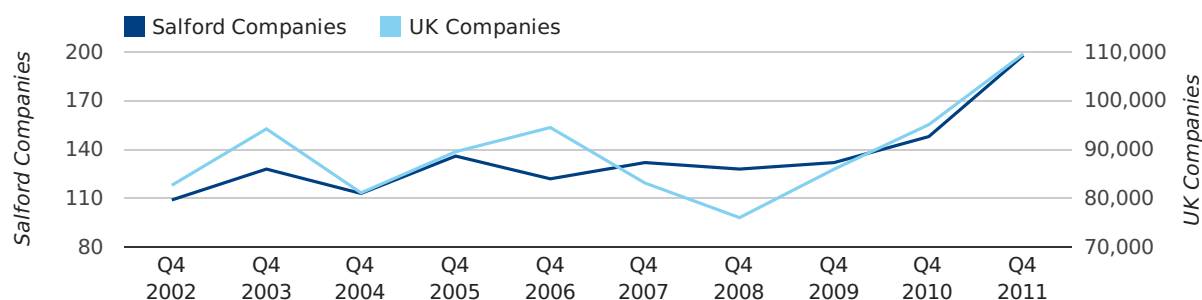
Q4 2011 was a record quarter for company registrations in Salford when compared to any quarter in history.

A total of 198 companies were registered in Salford during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 33.8% 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)	SALFORD	UK
2011	198	109,623
2010	148	95,117
% CHANGE	33.8%	15.3%
RECORD YEAR	2011 (198)	2011 (109,623)

new companies by quarter

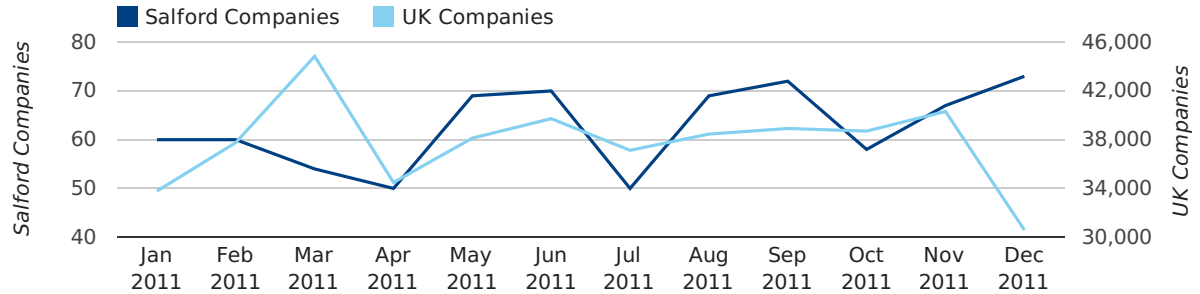


Monthly Data (Oct, Nov & Dec 2011)

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

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

new companies by month



	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	58	67	73
NEW COMPANIES IN 2010	59	52	37
% CHANGE	-1.7%	28.8%	97.3%
RECORD YEAR	2010 (59)	2011 (67)	2011 (73)

Annual Data (2011)

A total of 407 companies were dissolved in Salford in 2011. This total is 9.2% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	SALFORD	UK
2011	407	314,523
2010	448	342,232
2009	644	533,773
2008	301	237,901
2007	342	220,295
RECORD YEAR	2009 (644)	2009 (533,773)

dissolved companies by year



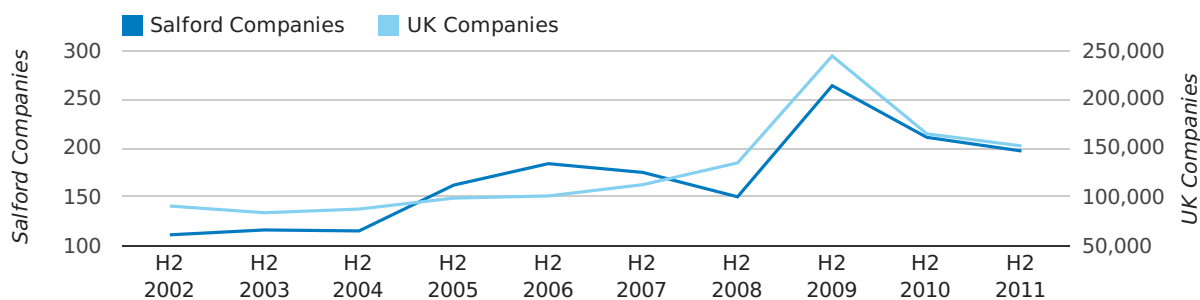
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 197 companies were dissolved in Salford. This figure is 6.6% lower than last year, which compares badly to the UK wide change of -7.5%.

The highest total for a second half year in Salford occurred in 2009 when a total of 264 were closed.

HALF YEAR (JUL-DEC)	SALFORD	UK
2011	197	152,213
2010	211	164,601
% CHANGE	-6.6%	-7.5%
RECORD YEAR	2009 (264)	2009 (244,537)

dissolved companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

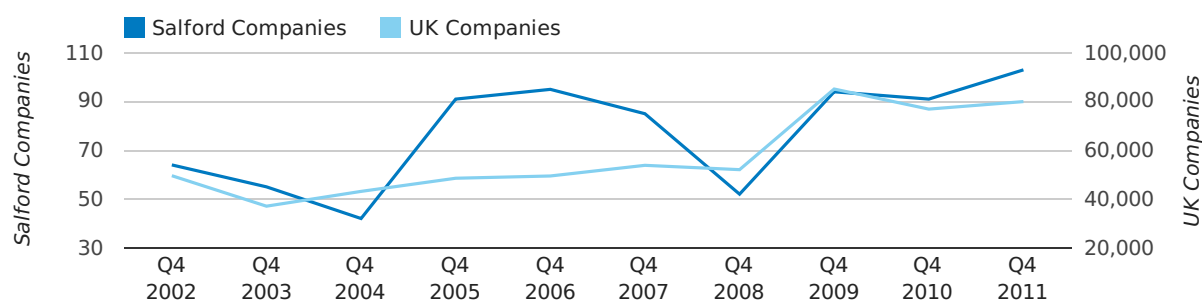
Q4 2011 saw a new record in company closures in Salford when compared to any previous Q4.

A total of 103 companies were dissolved in Salford during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 13.2% 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.

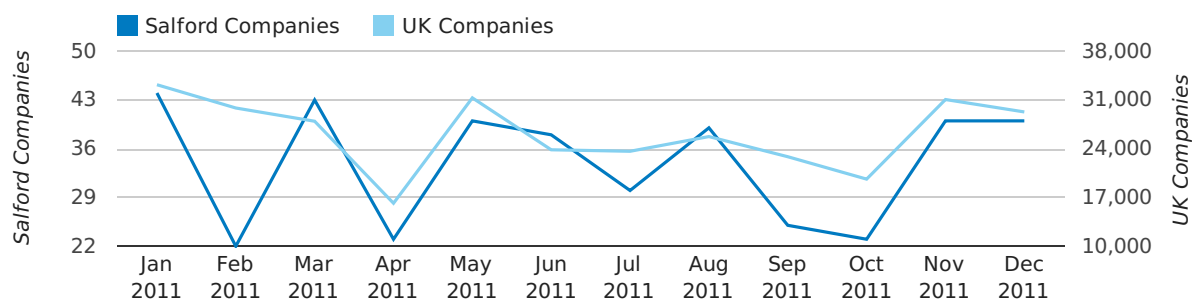
FOURTH QUARTER (OCT 2011 - DEC 2011)	SALFORD	UK
2011	103	79,983
2010	91	76,896
% CHANGE	13.2%	4.0%
RECORD YEAR	2011 (103)	2009 (85,136)

dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	23	40	40
CLOSED COMPANIES IN 2010	30	42	19
% CHANGE	-23.3%	-4.8%	111%
RECORD YEAR	2006 (49)	2010 (42)	1998 (49)

Annual Data (2011)

2011 was a record year for net growth in Salford when compared to any year in history.

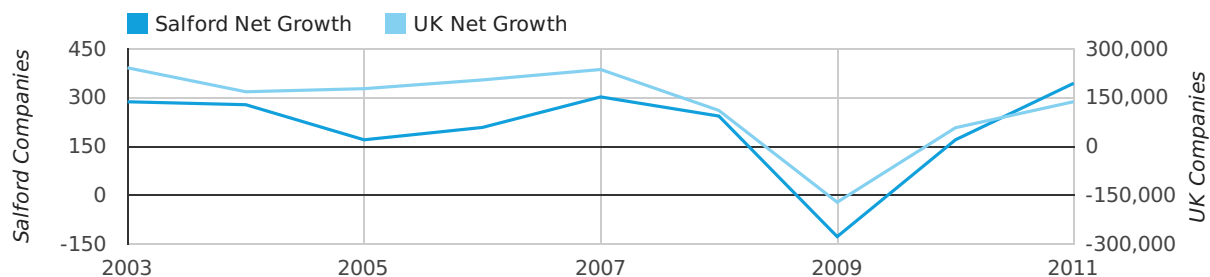
A total of 345 companies were added to the company register for Salford in 2011. This number represents growth of 55.7% which compares favourably to the UK figure of 34.6%.

This number is 174 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2011 when the Salford company register grew by 345 companies.

YEAR	SALFORD	UK
2011	345	138,347
2010	171	58,126
2009	-127	-171,098
2008	244	111,302
2007	303	237,354
RECORD YEAR	2011 (345)	2003 (242,543)

net growth by year

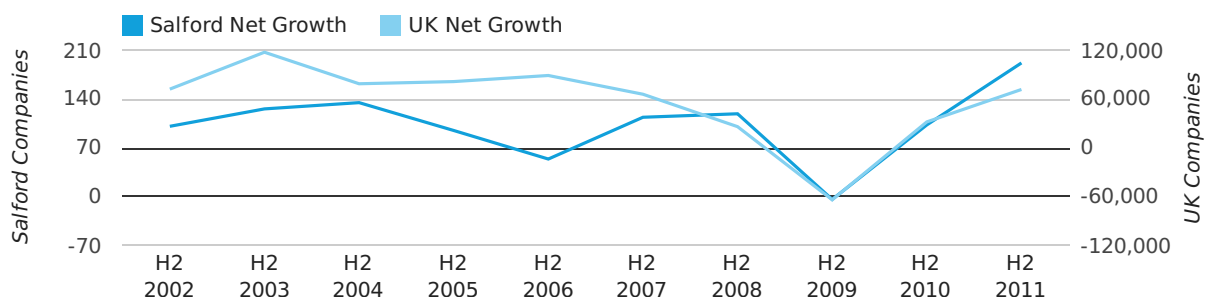


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Salford increased by 192 companies. This figure is 86.4% higher than last year, which compares badly to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	SALFORD	UK
2011	192	71,922
2010	103	32,008
% CHANGE	86.4%	124.7%
RECORD YEAR	1996 (194)	2003 (117,772)

net growth by half year



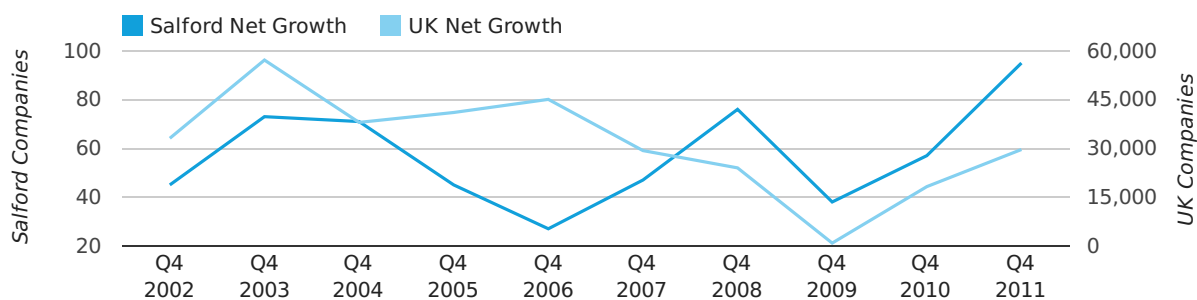
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Salford during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 95 companies.

This represents an increase of 66.7% on the same period last year.

FOURTH QUARTER (OCT 2011 - DEC 2011)	SALFORD	UK
2011	95	29,640
2010	57	18,221
% CHANGE	66.7%	62.7%
RECORD YEAR	1996 (114)	2003 (57,175)

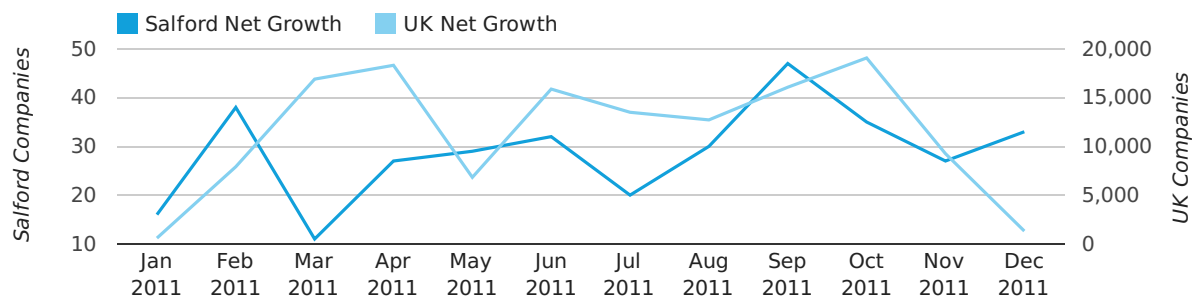
net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

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

net growth by month



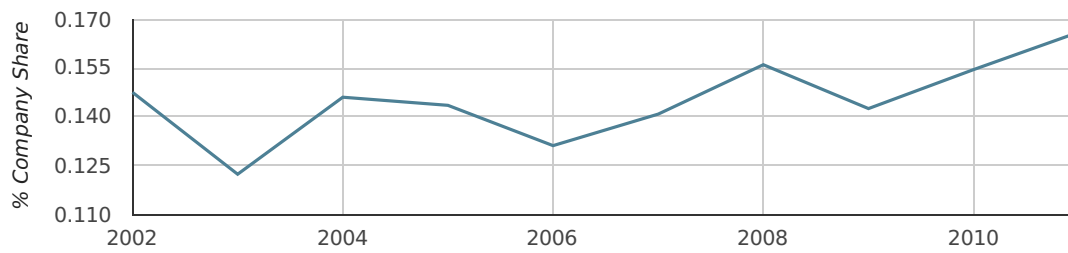
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	35	27	33
NET GROWTH IN 2010	29	10	18
% CHANGE	20.7%	170.0%	83.3%
RECORD YEAR	1996 (49)	1996 (37)	2011 (33)

Annual Data (2011)

In 2011 Salford formed 0.2% of all UK companies. This is no change on 2010 when Salford was responsible for 0.2% of all UK companies.

YEAR	SALFORD
2011	0.2%
2010	0.2%
2009	0.1%
2008	0.2%
2007	0.1%
RECORD YEAR (SINCE 1960)	1996 (0.2%)

company share by year

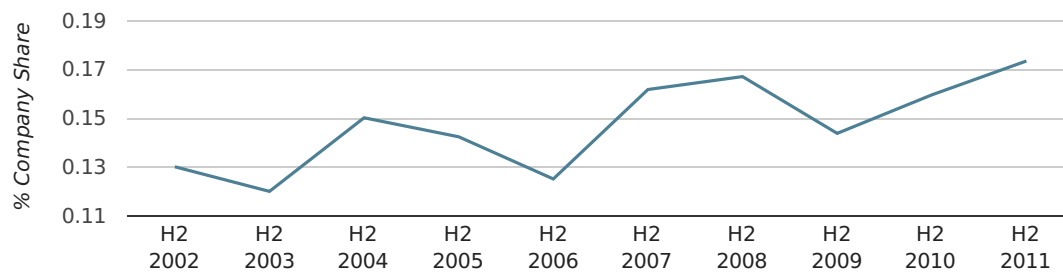


Half Year Data (Jul-Dec 2011)

In the second half of 2011 Salford formed 0.2% of all UK companies. This is the same as the 2010 figure of 0.2%.

HALF YEAR (JUL-DEC)	SALFORD
2011	0.2%
2010	0.2%
2009	0.1%
2008	0.2%
2007	0.2%
RECORD YEAR (SINCE 1960)	1996 (0.3%)

company share by half year

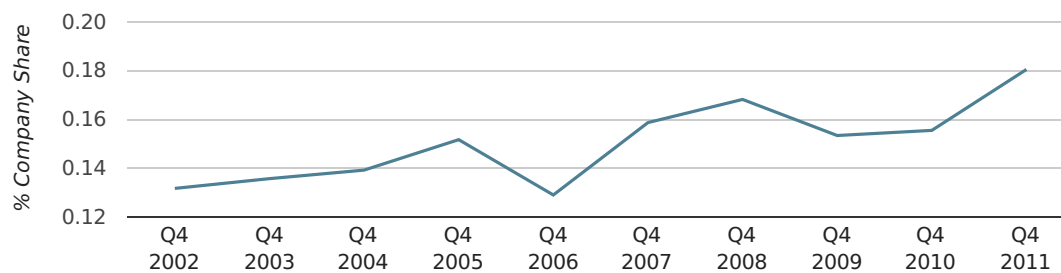


Quarterly Data (Q4 Oct-Dec 2011)

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

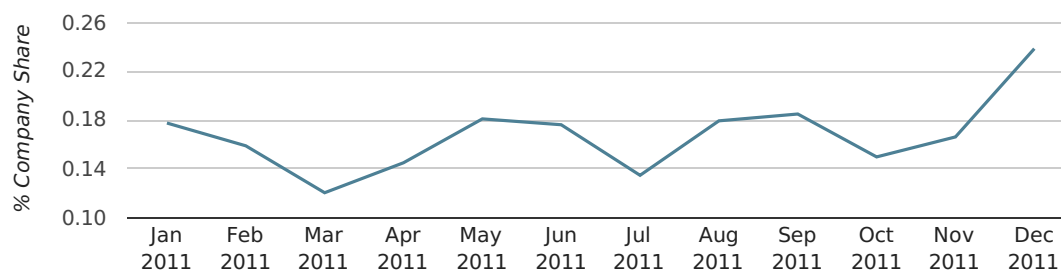
FOURTH QUARTER (OCT 2011 - DEC 2011)	SALFORD
2011	0.2%
2010	0.2%
2009	0.2%
2008	0.2%
2007	0.2%
RECORD YEAR (SINCE 1960)	1996 (0.3%)

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



	OCTOBER	NOVEMBER	DECEMBER
UK FORMATION SHARE IN 2011	0.1%	0.2%	0.2%
UK FORMATION SHARE IN 2010	0.2%	0.2%	0.1%
% CHANGE	-14.6%	9.8%	74.9%
RECORD YEAR	1965 (0.4%)	1965 (0.4%)	1980 (0.4%)

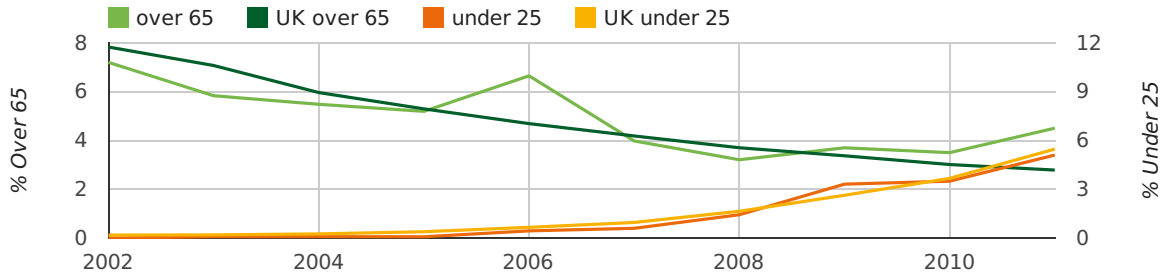
Annual Data (2011)

The average age of a director in 2011 was 40.6.

The percentage of directors under the age of 25 was 5.1% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 4.5% compared to the UK figure of 4.2%.

director age by year



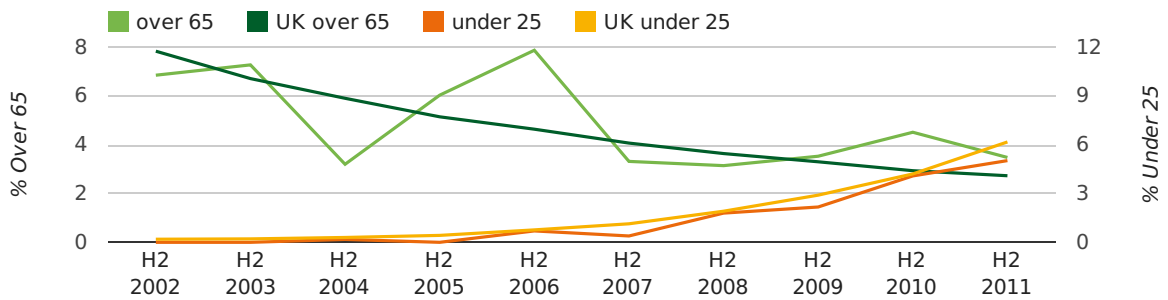
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 40.1.

The percentage of directors under the age of 25 was 5.0% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 3.5% compared to the UK figure of 4.1%.

director age by half year



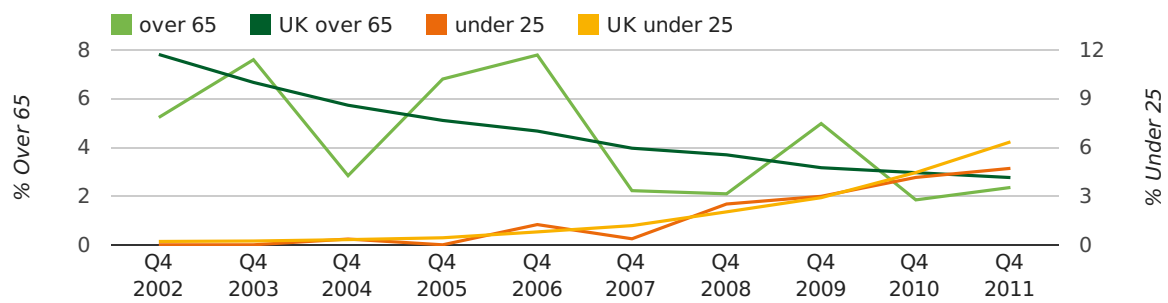
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 39.5.

The percentage of directors under the age of 25 was 4.7% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 2.4% compared to the UK figure of 4.1%.

director age by quarter

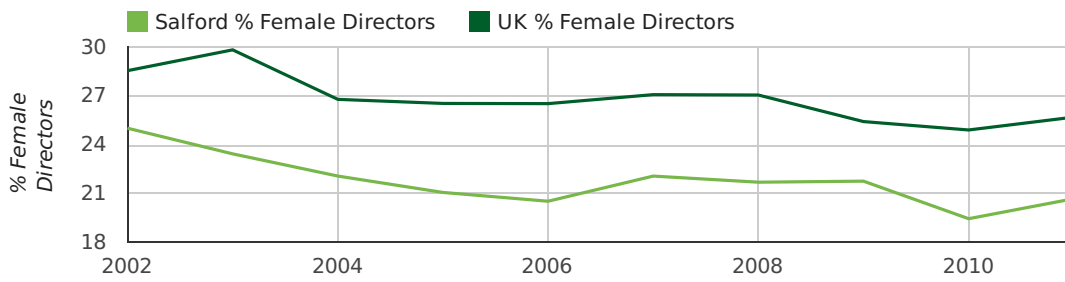


Annual Data (2011)

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

The percentage of female directors in Salford in 2011 was 25.0%. The average for the UK during this time was 28.6%

director gender by year

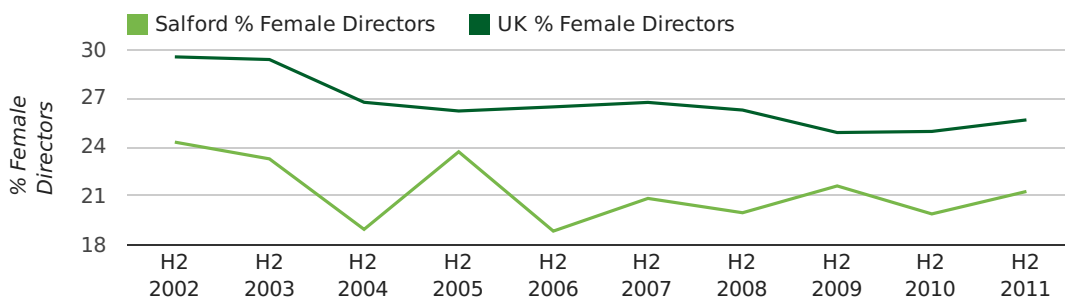


Half Year Data (Jul-Dec 2011)

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

21.3% of all director appointments in Salford 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

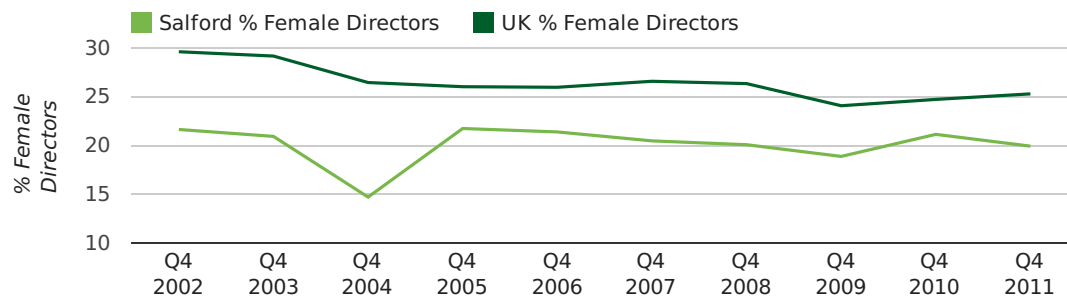


Quarterly Data (Q4 Oct-Dec 2011)

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

19.9% of all director appointments in Salford 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
FITTERS	1.32%	CONSULTING	5.07%
MANAGEMENT	1.32%	MANAGEMENT	4.74%
ESTATES	1.24%	CONSULTANCY	3.26%
PROPERTIES	1.16%	PROPERTY	2.37%
CONSULTING	1.07%	TRADING	2.07%
(MANCHESTER)	0.99%	DESIGN	1.92%
PROPERTY	0.83%	ASSOCIATES	1.86%
TRADING	0.83%	ENGINEERING	1.78%
MEDIA	0.74%	BUSINESS	1.78%
ENGINEERING	0.66%	CONSULTANTS	1.76%
ENTERPRISES	0.66%	CONSTRUCTION	1.73%
MANCHESTER	0.50%	MEDIA	1.71%
PRODUCTIONS	0.50%	LONDON	1.63%
WEST)	0.50%	J	1.51%
CONSULTANCY	0.50%	INVESTMENTS	1.48%
INN	0.50%	GLOBAL	1.46%
CONSTRUCTION	0.50%	IT	1.41%
GLOBAL	0.50%	CARE	1.39%
ENERGY	0.41%	PROPERTIES	1.29%
(NORTH	0.41%	ELECTRICAL	1.29%
BUILDING	0.41%	M	1.27%
IT	0.41%	BUILDING	1.26%
MARKETING	0.41%	ENERGY	1.25%
FOOD	0.41%	S	1.20%
C	0.41%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	385	205,525
7487 - Other business activities	76	57,052
99999 - Dormant Company	36	21,846
7499 - Non-trading company	30	9,957
96090 - Other service activities not elsewhere classified	29	11,768
82990 - Other business support service activities not elsewhere classified	21	32,483
9999 - Dormant Company	17	20,199
70100 - Activities of head offices	15	2,662
74990 - Non-trading company	15	8,929
9305 - Other service activities	13	9,492
7020 - Letting of own property	13	1,606
62020 - Information technology consultancy activities	13	12,072
68320 - Management of real estate on a fee or contract basis	12	3,194
7222 - Other software consultancy and supply	11	7,398
86230 - Dental practice activities	10	1,598
7260 - Other computer related activities	10	7,667
5248 - Other retail specialised stores	9	1,968
74909 - Other professional, scientific and technical activities not elsewhere classified	9	8,671
68209 - Other letting and operating of own or leased real estate	9	4,082
4545 - Other building completion	8	2,369