

# Salford

q1 2012 business confidence report



## headlines

- Q1 2012 saw a new record in company registrations in Salford when compared to any previous Q1.
- February 2012 saw a new record in company registrations in Salford when compared to any previous February.
- January 2012 saw a new record in company registrations in Salford when compared to any previous January.
- Q1 2012 saw a new record in company closures in Salford when compared to any previous Q1.
- January 2012 saw a new record in company closures in Salford when compared to any previous January.

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### Quarterly Data (Q1 Jan-Mar 2012)

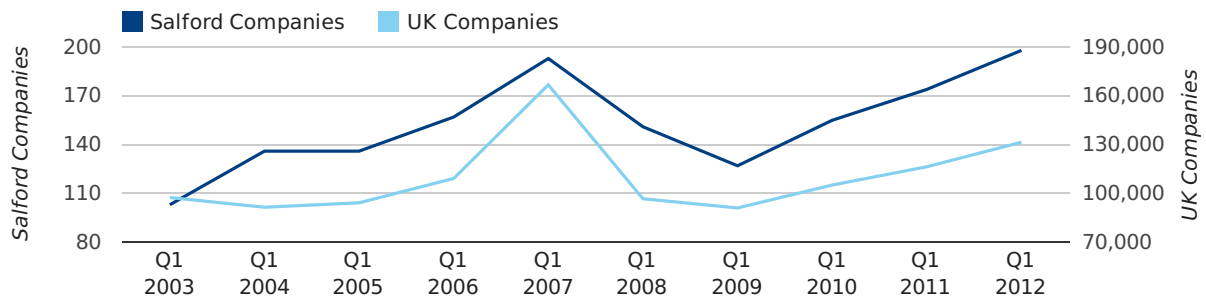
Q1 2012 saw a new record in company registrations in Salford when compared to any previous Q1.

A total of 198 companies were registered in Salford during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 13.8% 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)	SALFORD	UK
2012	198	131,491
2011	174	116,391
% CHANGE	13.8%	13.0%
RECORD YEAR	2012 (198)	2007 (166,814)

### new companies by quarter

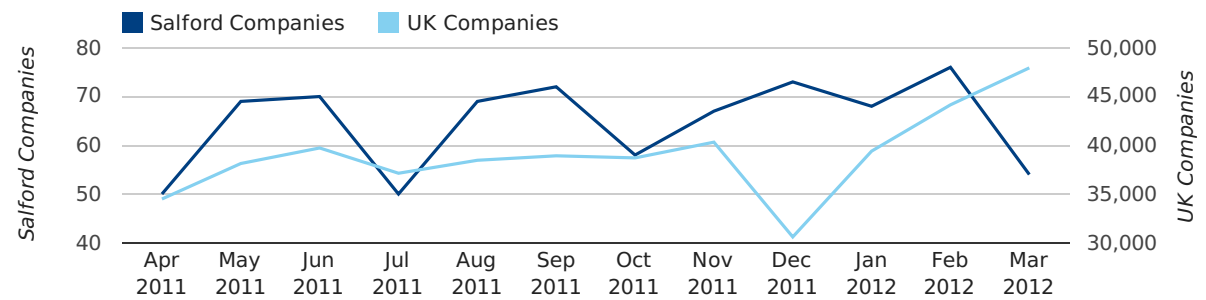


### Monthly Data (Jan, Feb & Mar 2012)

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

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

### new companies by month



	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	68	76	54
NEW COMPANIES IN 2011	60	60	54
% CHANGE	13.3%	26.7%	0.0%
RECORD YEAR	2012 (68)	2012 (76)	2007 (90)

### Quarterly Data (Q1 Jan-Mar 2012)

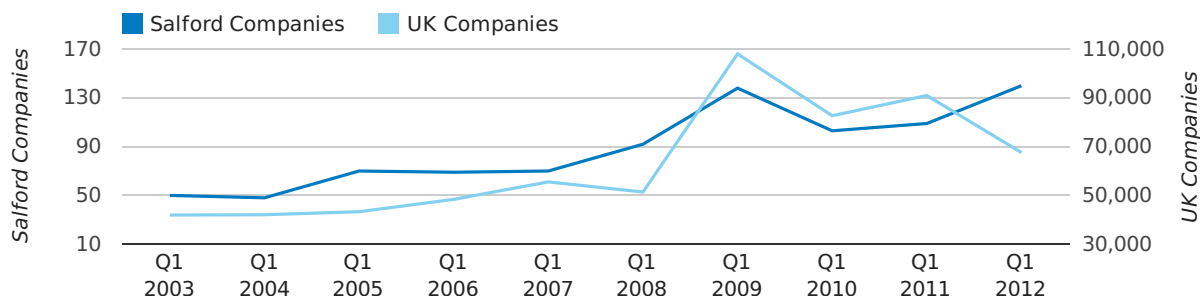
Q1 2012 saw a new record in company closures in Salford when compared to any previous Q1.

A total of 140 companies were dissolved in Salford during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is an increase of 28.4% 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)	SALFORD	UK
2012	140	67,576
2011	109	90,986
% CHANGE	28.4%	-25.7%
RECORD YEAR	2012 (140)	2009 (108,060)

### dissolved companies by quarter



### Monthly Data (Jan, Feb & Mar 2012)

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

### dissolved companies by month



	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	50	49	41
CLOSED COMPANIES IN 2011	44	22	43
% CHANGE	13.6%	122.7%	-5%
RECORD YEAR	2012 (50)	2008 (53)	2009 (95)

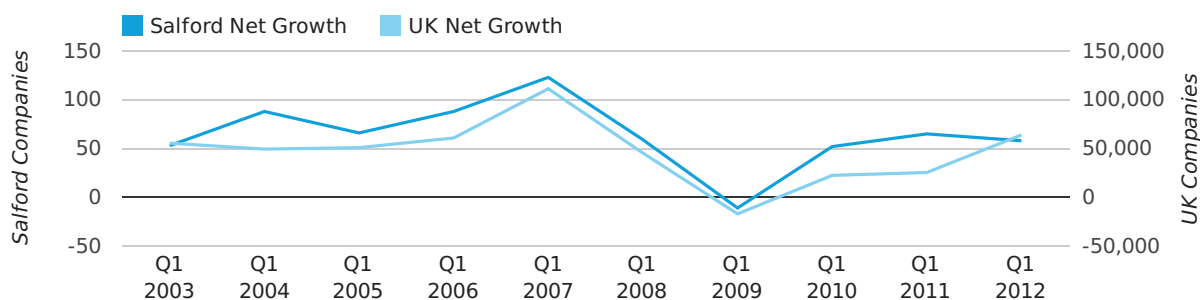
### Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Salford during the first quarter of 2012 (Jan 2012 - Mar 2012) was 58 companies.

This represents a decrease of 10.8% on the same period last year.

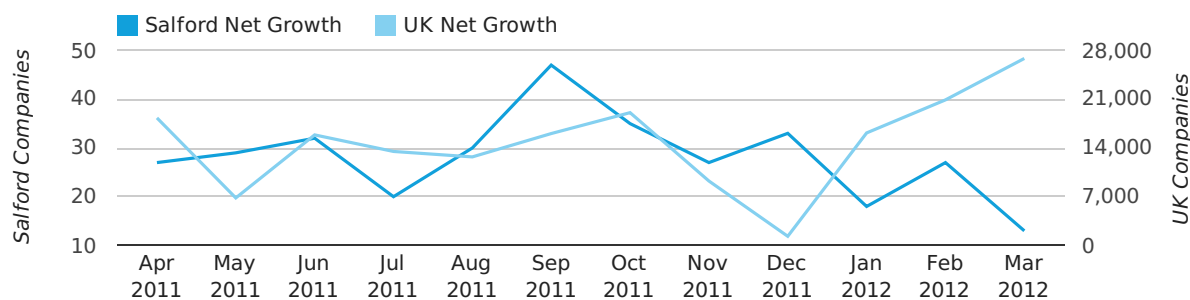
FIRST QUARTER (JAN 2012 - MAR 2012)	SALFORD	UK
2012	58	63,915
2011	65	25,405
% CHANGE	-10.8%	151.6%
RECORD YEAR	2007 (123)	2007 (111,282)

### net growth by quarter



### Monthly Data (Jan, Feb & Mar 2012)

#### net growth by month



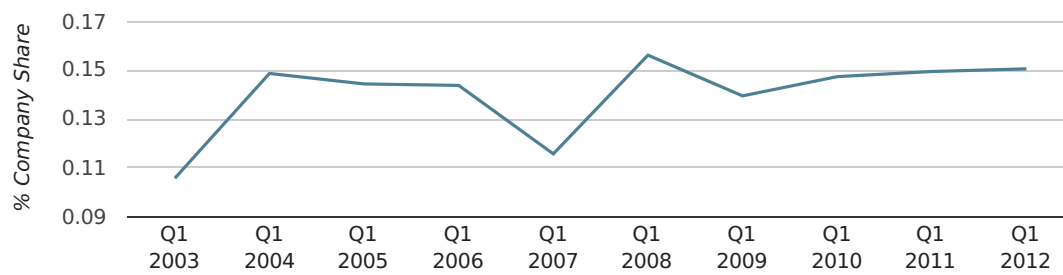
	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	18	27	13
NET GROWTH IN 2011	16	38	11
% CHANGE	12.5%	-28.9%	18.2%
RECORD YEAR	1997 (39)	2004 (47)	2007 (69)

### Quarterly Data (Q1 Jan-Mar 2012)

In the first quarter of 2012, Salford formed 0.2% of all UK companies.

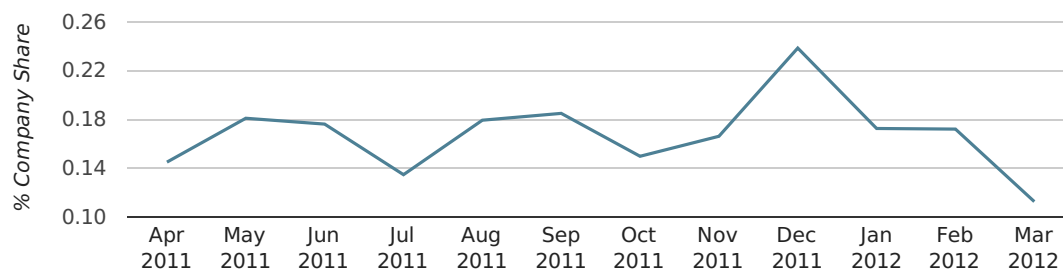
FIRST QUARTER (JAN 2012 - MAR 2012)	SALFORD
2012	0.2%
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.2%
RECORD YEAR (SINCE 1960)	1967 (0.3%)

### company share by quarter



### Monthly Data (Jan, Feb & Mar 2012)

### company share by month



	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.2%	0.2%	0.1%
UK FORMATION SHARE IN 2011	0.2%	0.2%	0.1%
% CHANGE	-2.8%	8.3%	-6.5%
RECORD YEAR	1967 (0.5%)	1967 (0.6%)	1981 (0.4%)

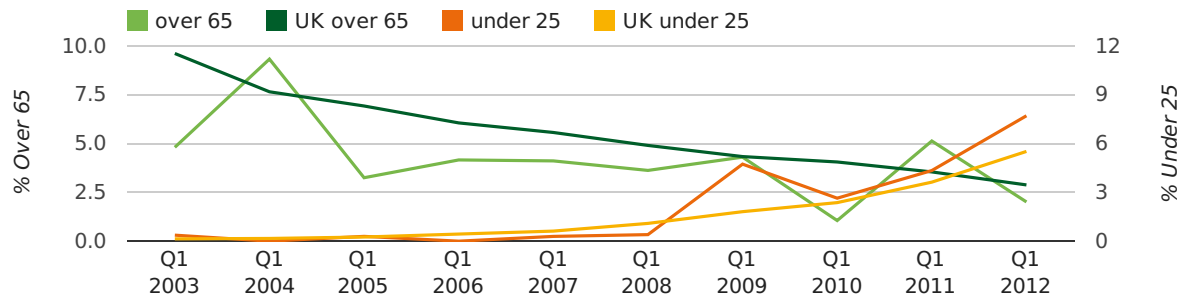
### Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 37.6.

The percentage of directors under the age of 25 was 7.7% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 2.0% compared to the UK figure of 3.5%.

#### director age by quarter

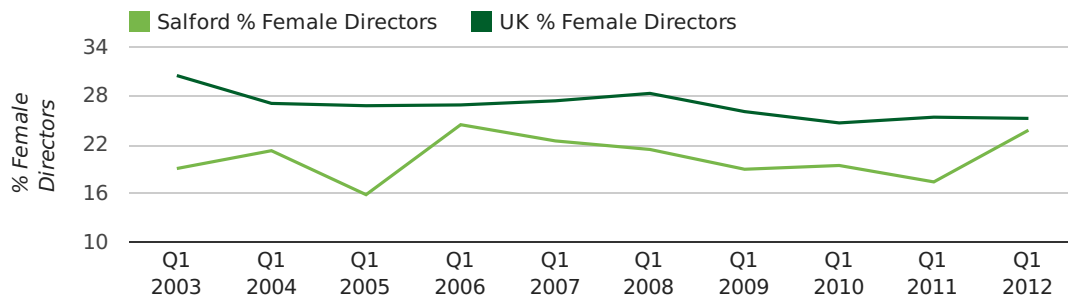


### Quarterly Data (Q1 Jan-Mar 2012)

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

23.8% of all director appointments in Salford 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, &amp;, UK, SERVICES, THE, (UK), AND, LTD., A, LLP, SOLUTIONS, COMPANY, OF.

WORD	PERCENTAGE	UK WORD	UK PERCENTAGE
CONSULTING	1.27%	CONSULTING	5.07%
MANAGEMENT	1.11%	MANAGEMENT	4.74%
MEDIA	0.95%	CONSULTANCY	3.30%
(MANCHESTER)	0.87%	PROPERTY	2.37%
TRADING	0.87%	TRADING	2.07%
PROPERTIES	0.79%	DESIGN	1.93%
CONSULTANCY	0.79%	ENGINEERING	1.86%
H	0.79%	ASSOCIATES	1.84%
WEST)	0.71%	CONSULTANTS	1.79%
PROPERTY	0.71%	BUSINESS	1.73%
(NORTH	0.63%	MEDIA	1.72%
ESTATES	0.63%	CONSTRUCTION	1.72%
M	0.56%	LONDON	1.66%
CONSTRUCTION	0.56%	J	1.54%
ENGINEERING	0.56%	INVESTMENTS	1.51%
TRANSPORT	0.48%	GLOBAL	1.50%
DESIGN	0.48%	IT	1.40%
INN	0.48%	CARE	1.34%
ENERGY	0.48%	PROPERTIES	1.31%
GLOBAL	0.48%	ELECTRICAL	1.27%
INTERNATIONAL	0.40%	M	1.27%
HOTEL	0.40%	BUILDING	1.24%
HOUSE	0.40%	ENERGY	1.20%
FINANCIAL	0.40%	S	1.20%
INVESTMENT	0.40%	ENTERPRISES	1.19%

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

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	401	216,665
7487 - Other business activities	68	52,735
99999 - Dormant Company	62	25,084
7499 - Non-trading company	29	9,102
82990 - Other business support service activities not elsewhere classified	23	35,233
74990 - Non-trading company	21	9,729
96090 - Other service activities not elsewhere classified	20	13,637
62020 - Information technology consultancy activities	17	14,303
68320 - Management of real estate on a fee or contract basis	14	3,448
70100 - Activities of head offices	13	2,746
7020 - Letting of own property	13	1,548
9305 - Other service activities	12	8,818
68100 - Buying and selling of own real estate	11	3,072
7222 - Other software consultancy and supply	11	6,934
9999 - Dormant Company	10	18,617
86230 - Dental practice activities	10	1,834
70229 - Management consultancy activities other than financial management	10	19,704
62012 - Business and domestic software development	10	4,356
56302 - Public houses and bars	9	2,795
5248 - Other retail specialised stores	9	1,837