

Salisbury

2011 annual business confidence report



headlines

- October 2011 saw a new record in company registrations in Salisbury when compared to any previous October.
- Q4 2011 saw a new record in company closures in Salisbury when compared to any previous Q4.
- November 2011 saw a new record in company closures in Salisbury when compared to any previous November.

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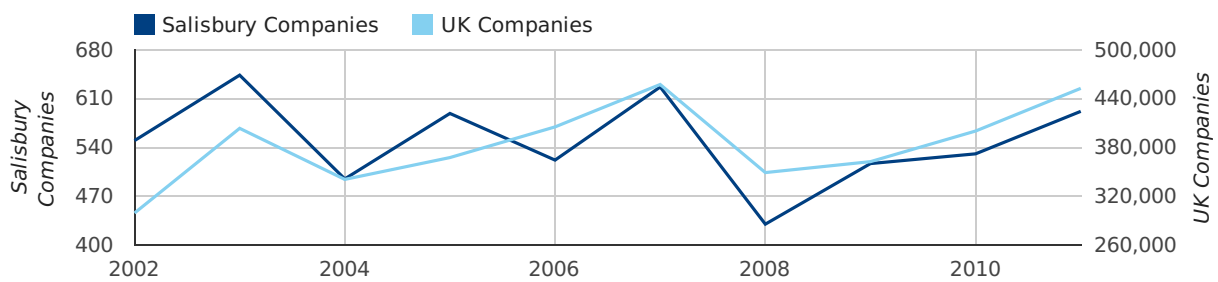
sic data

Annual Data (2011)

A total of 592 companies were formed in Salisbury in 2011. This total is 11.5% higher than in 2010 and compares equally to the UK figure of a 13.1% growth compared to 400,358 the previous year.

YEAR	SALISBURY	UK
2011	592	452,870
2010	531	400,358
2009	517	362,675
2008	430	349,203
2007	627	457,649
RECORD YEAR	2003 (644)	2007 (457,649)

new companies by year



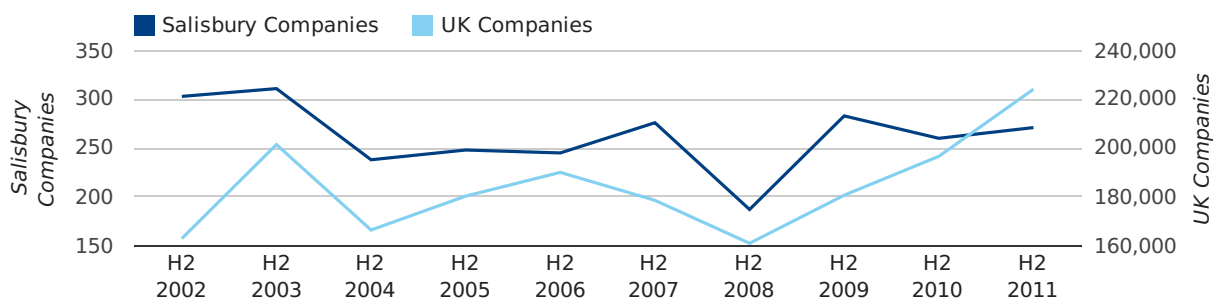
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 271 companies were formed in Salisbury. This figure is 4.2% higher than last year, which compares badly to the UK wide figure of 14.0%.

The highest total for a second half year in Salisbury occurred in 2003 when a total of 311 were formed.

HALF YEAR (JUL-DEC)	SALISBURY	UK
2011	271	224,135
2010	260	196,609
% CHANGE	4.2%	14.0%
RECORD YEAR	2003 (311)	2011 (224,135)

new companies by half year



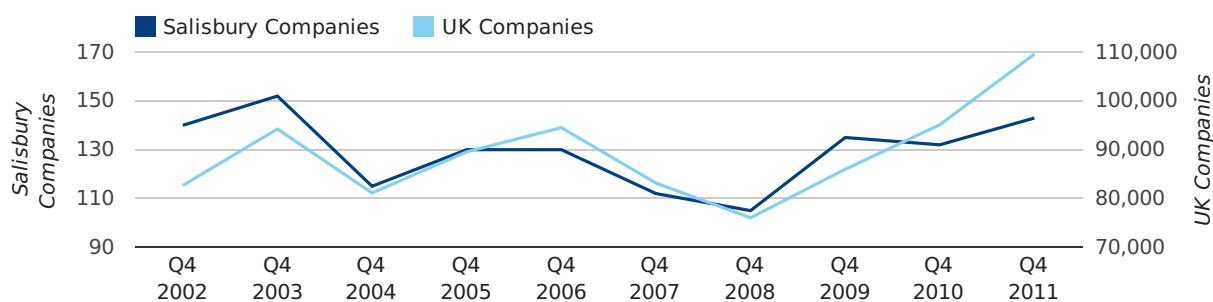
Quarterly Data (Q4 Oct-Dec 2011)

A total of 143 companies were registered in Salisbury during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 8.3% versus the same period last year (Q4 2010). This figure compares badly 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)	SALISBURY	UK
2011	143	109,623
2010	132	95,117
% CHANGE	8.3%	15.3%
RECORD YEAR	2003 (152)	2011 (109,623)

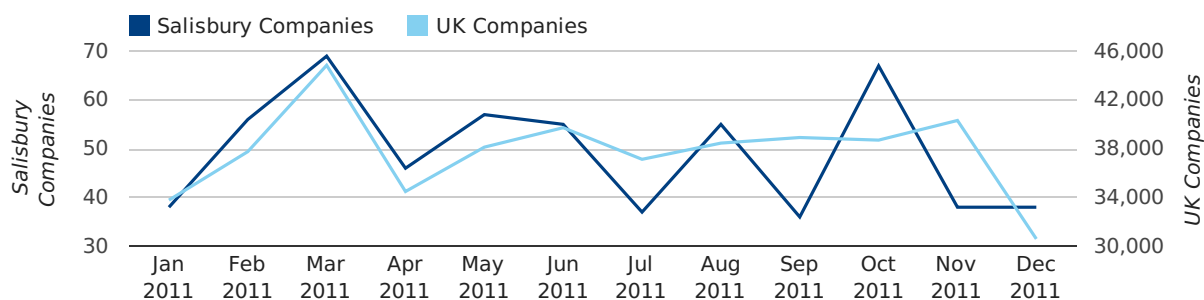
new companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

October 2011 saw a new record in company registrations in Salisbury when compared to any previous October.

new companies by month



	OCTOBER	NOVEMBER	DECEMBER
NEW COMPANIES IN 2011	67	38	38
NEW COMPANIES IN 2010	40	52	40
% CHANGE	67.5%	-26.9%	-5.0%
RECORD YEAR	2011 (67)	2006 (62)	2010 (40)

Annual Data (2011)

A total of 422 companies were dissolved in Salisbury in 2011. This total is 14.4% lower than in 2010 and compares unfavourably to the UK figure of 8.1% decrease compared to the previous year.

YEAR	SALISBURY	UK
2011	422	314,523
2010	493	342,232
2009	525	533,773
2008	268	237,901
2007	292	220,295
RECORD YEAR	2009 (525)	2009 (533,773)

dissolved companies by year



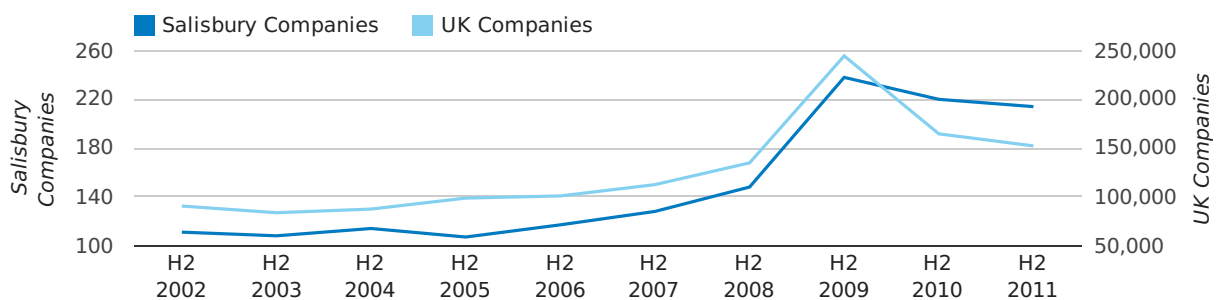
Half Year Data (Jul-Dec 2011)

In the second half of 2011 a total of 214 companies were dissolved in Salisbury. This figure is 2.7% lower than last year, which compares badly to the UK wide change of -7.5%.

The highest total for a second half year in Salisbury occurred in 2009 when a total of 238 were closed.

HALF YEAR (JUL-DEC)	SALISBURY	UK
2011	214	152,213
2010	220	164,601
% CHANGE	-2.7%	-7.5%
RECORD YEAR	2009 (238)	2009 (244,537)

dissolved companies by half year



Quarterly Data (Q4 Oct-Dec 2011)

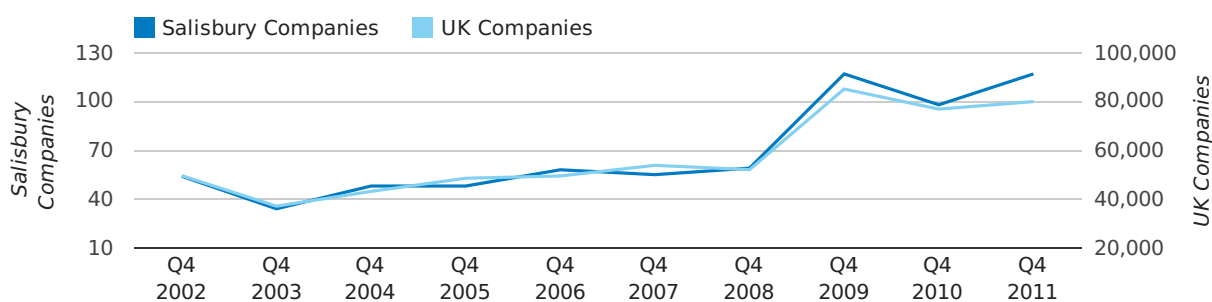
Q4 2011 saw a new record in company closures in Salisbury when compared to any previous Q4.

A total of 117 companies were dissolved in Salisbury during the fourth quarter of 2011 (Oct 2011 - Dec 2011).

This figure is an increase of 19.4% 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)	SALISBURY	UK
2011	117	79,983
2010	98	76,896
% CHANGE	19.4%	4.0%
RECORD YEAR	2011 (117)	2009 (85,136)

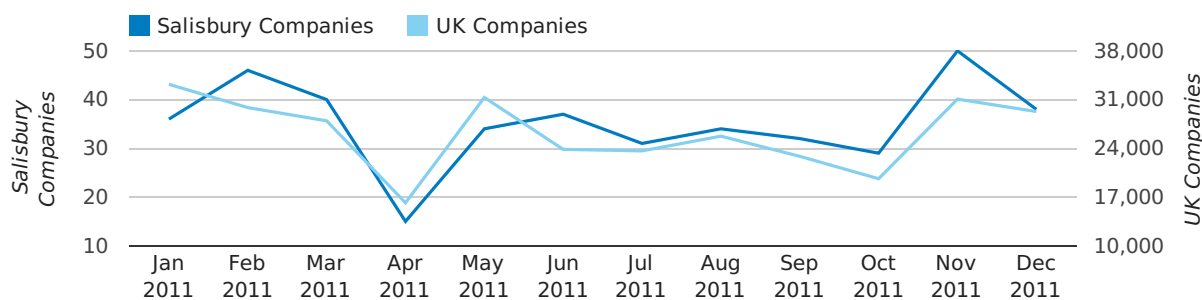
dissolved companies by quarter



Monthly Data (Oct, Nov & Dec 2011)

November 2011 saw a new record in company closures in Salisbury when compared to any previous November.

dissolved companies by month



	OCTOBER	NOVEMBER	DECEMBER
CLOSED COMPANIES IN 2011	29	50	38
CLOSED COMPANIES IN 2010	42	36	20
% CHANGE	-31.0%	38.9%	90%
RECORD YEAR	2010 (42)	2011 (50)	2009 (44)

Annual Data (2011)

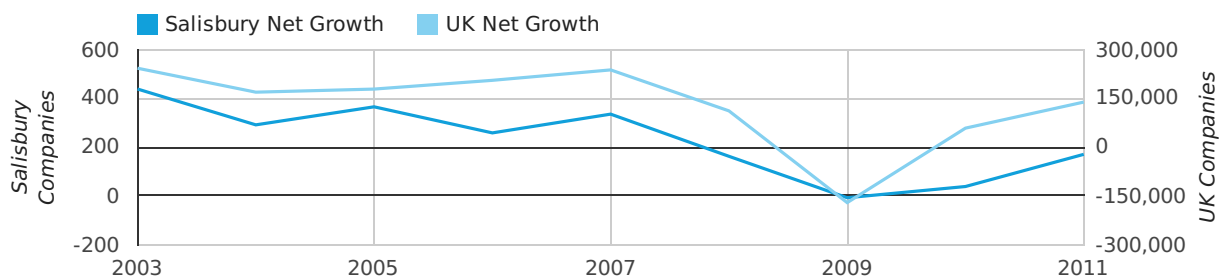
A total of 170 companies were added to the company register for Salisbury in 2011. This number represents growth of 32.0% which compares unfavourably to the UK figure of 34.6%.

This number is 132 companies higher than the previous year.

The highest net company growth figure ever seen in one year came in 2003 when the Salisbury company register grew by 438 companies.

YEAR	SALISBURY	UK
2011	170	138,347
2010	38	58,126
2009	-8	-171,098
2008	162	111,302
2007	335	237,354
RECORD YEAR	2003 (438)	2003 (242,543)

net growth by year

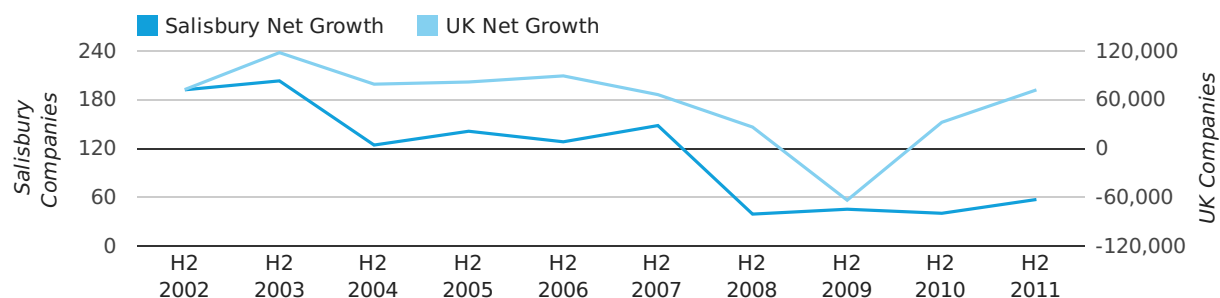


Half Year Data (Jul-Dec 2011)

In the second half of 2011 the company register for Salisbury increased by 57 companies. This figure is 42.5% higher than last year, which compares badly to a UK increase of 124.7%.

HALF YEAR (JUL-DEC)	SALISBURY	UK
2011	57	71,922
2010	40	32,008
% CHANGE	42.5%	124.7%
RECORD YEAR	2003 (203)	2003 (117,772)

net growth by half year



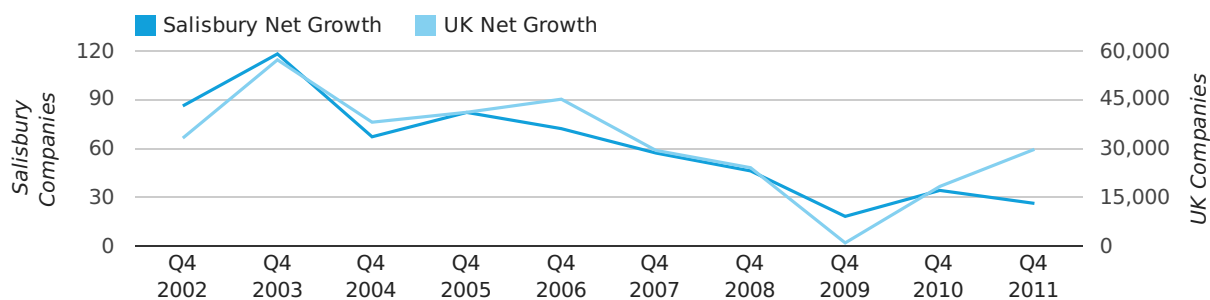
Quarterly Data (Q4 Oct-Dec 2011)

Net company growth for Salisbury during the fourth quarter of 2011 (Oct 2011 - Dec 2011) was 26 companies.

This represents a decrease of 23.5% on the same period last year.

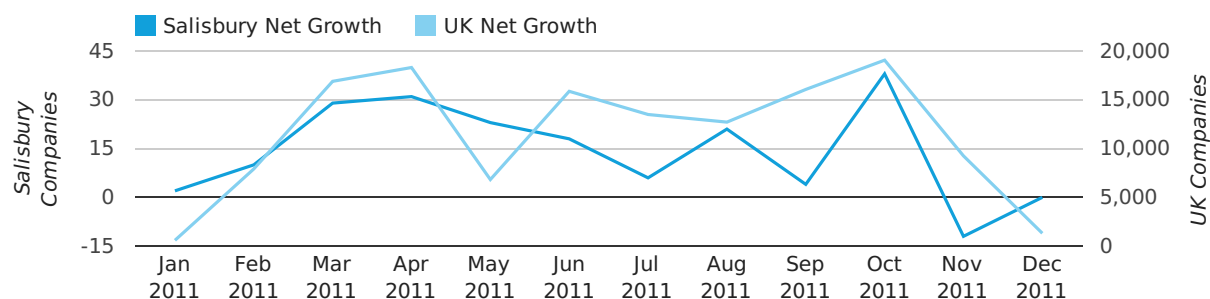
FOURTH QUARTER (OCT 2011 - DEC 2011)	SALISBURY	UK
2011	26	29,640
2010	34	18,221
% CHANGE	-23.5%	62.7%
RECORD YEAR	2003 (118)	2003 (57,175)

net growth by quarter



Monthly Data (Oct, Nov & Dec 2011)

net growth by month



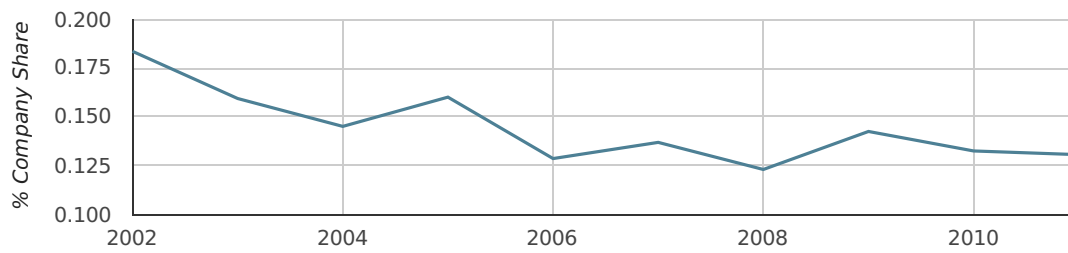
	OCTOBER	NOVEMBER	DECEMBER
NET GROWTH IN 2011	38	-12	0
NET GROWTH IN 2010	-2	16	20
% CHANGE	-2,000.0%	-175.0%	-100.0%
RECORD YEAR	2003 (57)	2003 (39)	1996 (34)

Annual Data (2011)

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

YEAR	SALISBURY
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1962 (0.3%)

company share by year

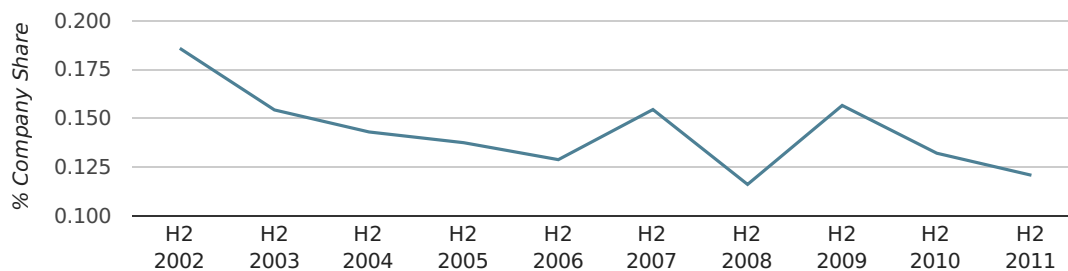


Half Year Data (Jul-Dec 2011)

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

HALF YEAR (JUL-DEC)	SALISBURY
2011	0.1%
2010	0.1%
2009	0.2%
2008	0.1%
2007	0.2%
RECORD YEAR (SINCE 1960)	1962 (0.4%)

company share by half year

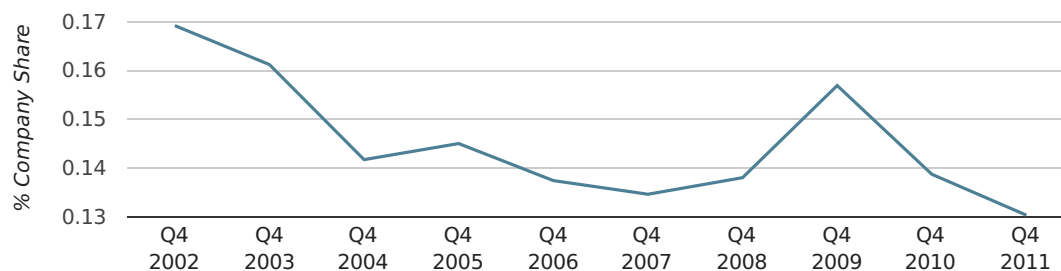


Quarterly Data (Q4 Oct-Dec 2011)

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

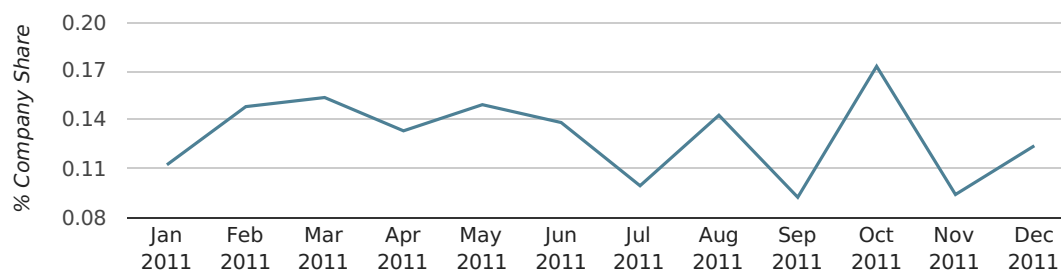
FOURTH QUARTER (OCT 2011 - DEC 2011)	SALISBURY
2011	0.1%
2010	0.1%
2009	0.2%
2008	0.1%
2007	0.1%
RECORD YEAR (SINCE 1960)	1962 (0.4%)

company share by quarter



Monthly Data (Oct, Nov & Dec 2011)

company share by month



	OCTOBER	NOVEMBER	DECEMBER
UK FORMATION SHARE IN 2011	0.2%	0.1%	0.1%
UK FORMATION SHARE IN 2010	0.1%	0.2%	0.1%
% CHANGE	45.6%	-37.8%	-15.7%
RECORD YEAR	1960 (0.4%)	1962 (0.6%)	1973 (0.5%)

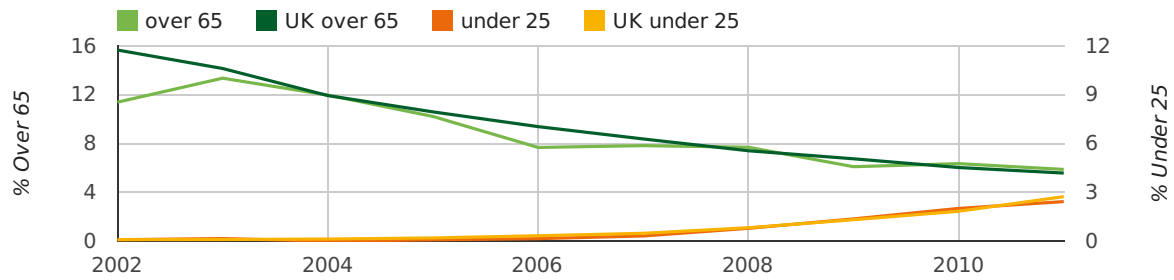
Annual Data (2011)

The average age of a director in 2011 was 46.7.

The percentage of directors under the age of 25 was 2.4% compared to the UK figure of 3.7%.

The percentage of directors over the age of 65 was 5.9% compared to the UK figure of 4.2%.

director age by year



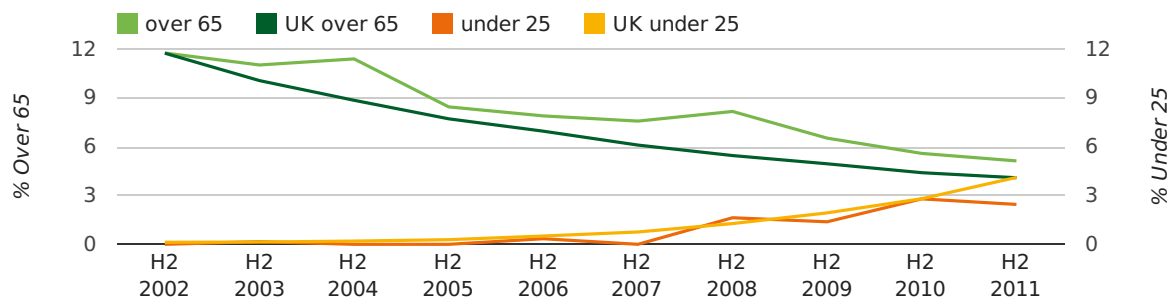
Half Year Data (Jul-Dec 2011)

The average age of a director in the second half of 2011 was 45.7.

The percentage of directors under the age of 25 was 2.5% compared to the UK figure of 4.1%.

The percentage of directors over the age of 65 was 5.1% compared to the UK figure of 4.1%.

director age by half year



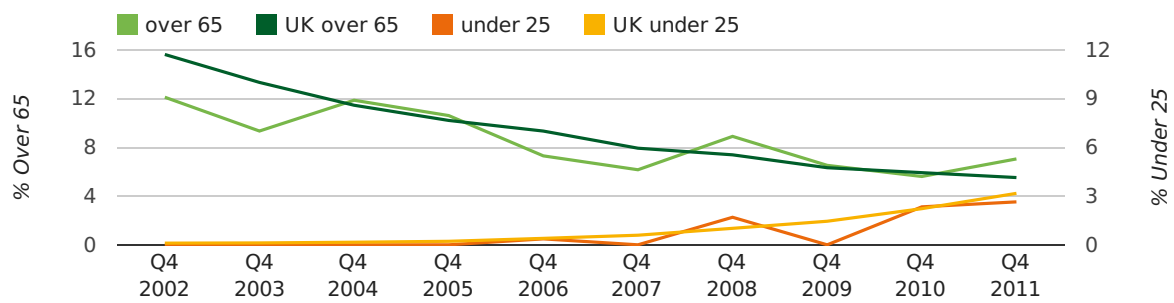
Quarterly Data (Q4 Oct-Dec 2011)

The average age of a director in the fourth quarter of 2011 was 45.8.

The percentage of directors under the age of 25 was 2.6% compared to the UK figure of 4.2%.

The percentage of directors over the age of 65 was 7.0% compared to the UK figure of 4.1%.

director age by quarter

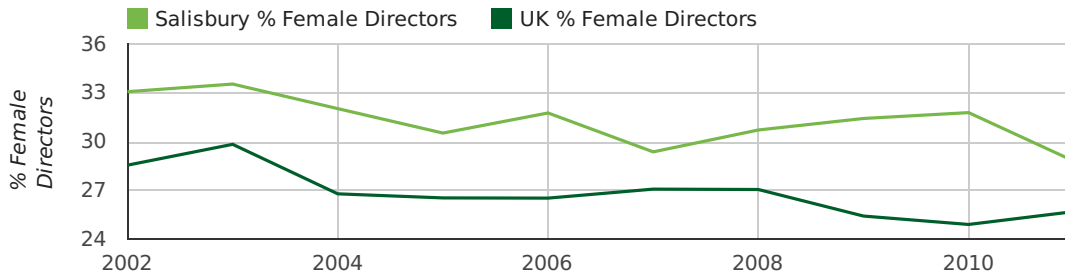


Annual Data (2011)

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

The percentage of female directors in Salisbury in 2011 was 33.1%. The average for the UK during this time was 28.6%

director gender by year

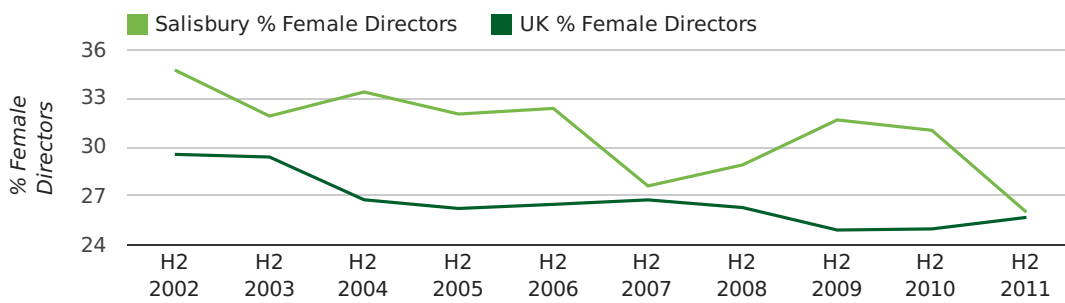


Half Year Data (Jul-Dec 2011)

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

26.0% of all director appointments in Salisbury 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

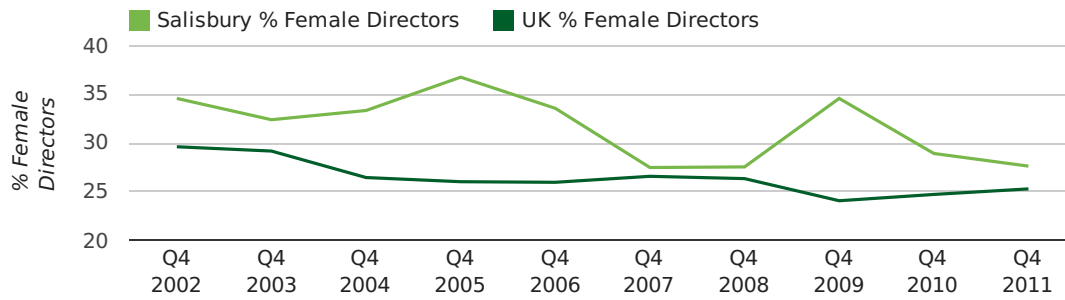


Quarterly Data (Q4 Oct-Dec 2011)

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

27.6% of all director appointments in Salisbury 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
CONSULTING	1.94%	CONSULTING	5.07%
MANAGEMENT	1.55%	MANAGEMENT	4.74%
HOME	1.36%	CONSULTANCY	3.26%
CARE	1.36%	PROPERTY	2.37%
SALISBURY	1.26%	TRADING	2.07%
(SPV	1.16%	DESIGN	1.92%
ASSOCIATES	0.87%	ASSOCIATES	1.86%
CONSULTANCY	0.87%	ENGINEERING	1.78%
ENERGY	0.77%	BUSINESS	1.78%
(SALISBURY)	0.77%	CONSULTANTS	1.76%
BUSINESS	0.77%	CONSTRUCTION	1.73%
PROPERTY	0.68%	MEDIA	1.71%
PARK	0.68%	LONDON	1.63%
C	0.68%	J	1.51%
HOUSE	0.58%	INVESTMENTS	1.48%
M	0.48%	GLOBAL	1.46%
CAR	0.48%	IT	1.41%
R	0.48%	CARE	1.39%
LIFE	0.48%	PROPERTIES	1.29%
TRADING	0.48%	ELECTRICAL	1.29%
URBAN	0.48%	M	1.27%
(HOLDINGS)	0.48%	BUILDING	1.26%
MEDIA	0.39%	ENERGY	1.25%
TECHNOLOGIES	0.39%	S	1.20%
HOLDINGS	0.39%	ENTERPRISES	1.20%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	204	205,525
7487 - Other business activities	80	57,052
70229 - Management consultancy activities other than financial management	45	17,765
82990 - Other business support service activities not elsewhere classified	41	32,483
9999 - Dormant Company	28	20,199
99999 - Dormant Company	27	21,846
7414 - Business & management consultancy	21	13,034
62020 - Information technology consultancy activities	19	12,072
62090 - Other information technology service activities	18	7,493
74909 - Other professional, scientific and technical activities not elsewhere classified	16	8,671
96090 - Other service activities not elsewhere classified	14	11,768
7260 - Other computer related activities	14	7,667
98000 - Residents property management	13	2,874
74990 - Non-trading company	12	8,929
7499 - Non-trading company	12	9,957
9305 - Other service activities	11	9,492
7222 - Other software consultancy and supply	10	7,398
43999 - Other specialised construction activities not elsewhere classified	10	3,342
5530 - Restaurants	10	5,013
62012 - Business and domestic software development	9	3,714