

Salisbury

q1 2012 business confidence report



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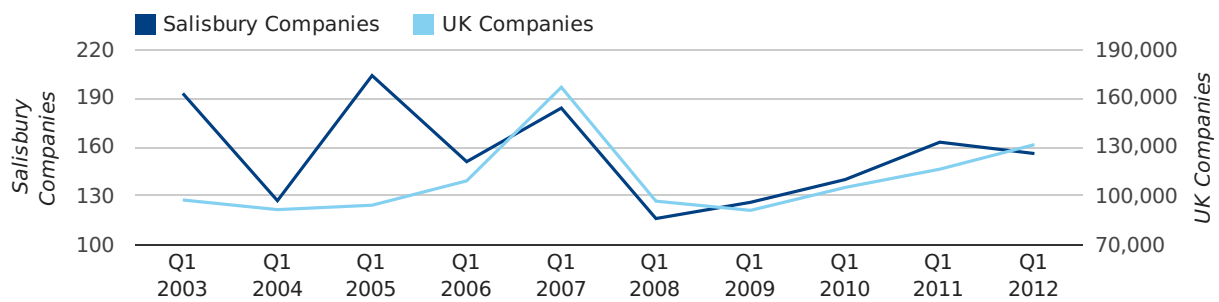
Quarterly Data (Q1 Jan-Mar 2012)

A total of 156 companies were registered in Salisbury during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 4.3% versus the same period last year (Q1 2011). This figure compares badly to the UK as a whole, which saw an increase of 13.0% against the same period last year.

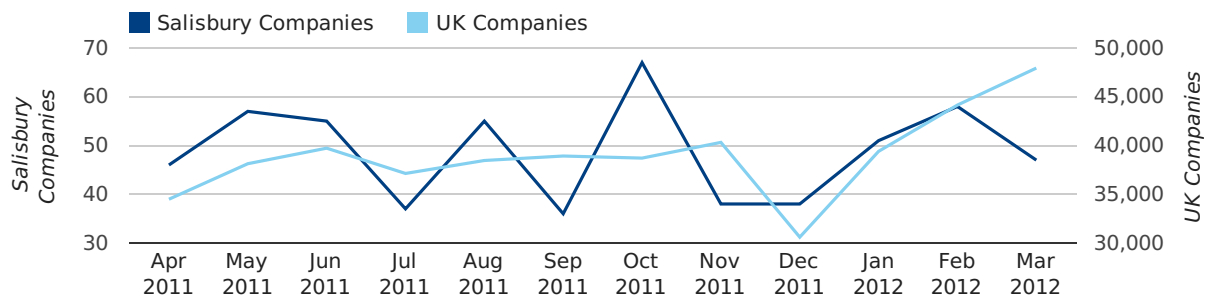
FIRST QUARTER (JAN 2012 - MAR 2012)	SALISBURY	UK
2012	156	131,491
2011	163	116,391
% CHANGE	-4.3%	13.0%
RECORD YEAR	2005 (204)	2007 (166,814)

new companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

new companies by month



	JANUARY	FEBRUARY	MARCH
NEW COMPANIES IN 2012	51	58	47
NEW COMPANIES IN 2011	38	56	69
% CHANGE	34.2%	3.6%	-31.9%
RECORD YEAR	2005 (116)	2003 (68)	2007 (77)

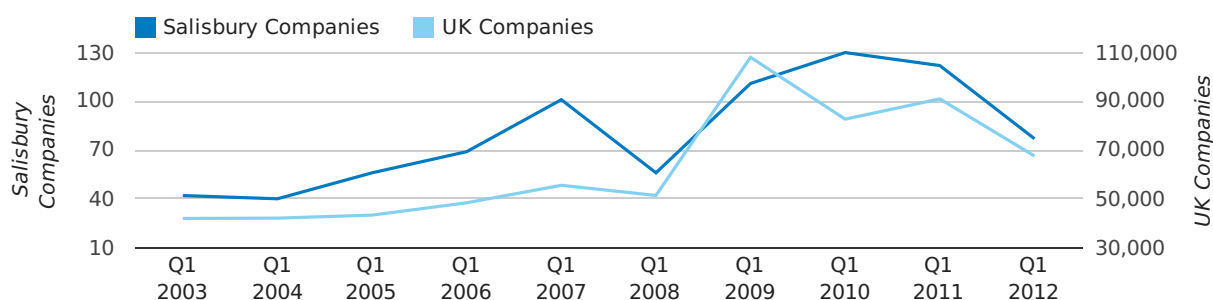
Quarterly Data (Q1 Jan-Mar 2012)

A total of 77 companies were dissolved in Salisbury during the first quarter of 2012 (Jan 2012 - Mar 2012).

This figure is a decrease of 36.9% versus the same period last year (Q1 2011). This figure compares well to the UK as a whole, which saw a decrease of 25.7% against the same period last year.

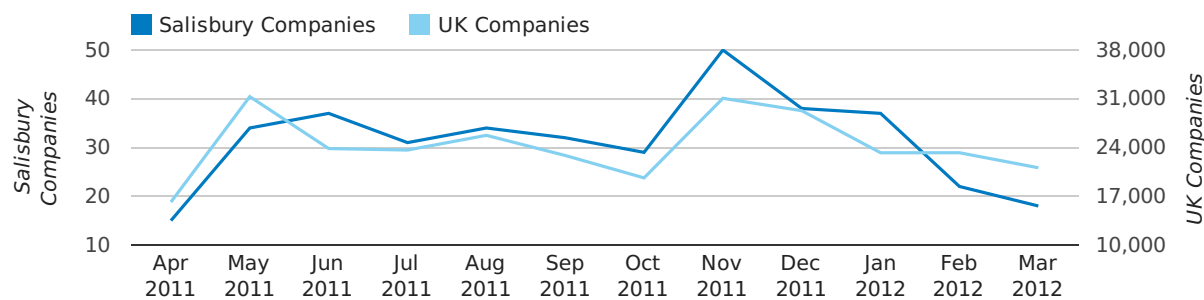
FIRST QUARTER (JAN 2012 - MAR 2012)	SALISBURY	UK
2012	77	67,576
2011	122	90,986
% CHANGE	-36.9%	-25.7%
RECORD YEAR	2010 (130)	2009 (108,060)

dissolved companies by quarter



Monthly Data (Jan, Feb & Mar 2012)

dissolved companies by month



	JANUARY	FEBRUARY	MARCH
CLOSED COMPANIES IN 2012	37	22	18
CLOSED COMPANIES IN 2011	36	46	40
% CHANGE	2.8%	-52.2%	-55%
RECORD YEAR	2009 (39)	2011 (46)	2010 (53)

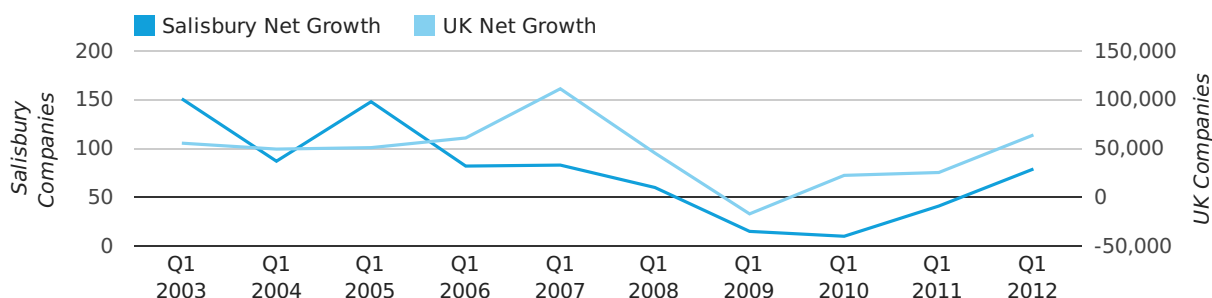
Quarterly Data (Q1 Jan-Mar 2012)

Net company growth for Salisbury during the first quarter of 2012 (Jan 2012 - Mar 2012) was 79 companies.

This represents an increase of 92.7% on the same period last year.

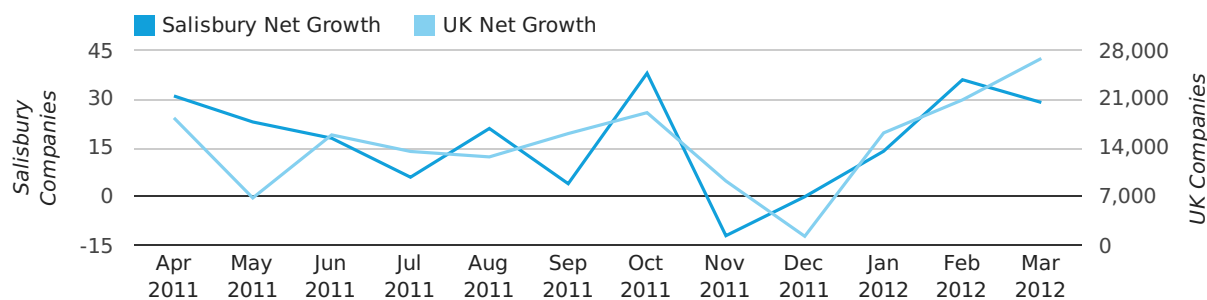
FIRST QUARTER (JAN 2012 - MAR 2012)	SALISBURY	UK
2012	79	63,915
2011	41	25,405
% CHANGE	92.7%	151.6%
RECORD YEAR	2003 (151)	2007 (111,282)

net growth by quarter



Monthly Data (Jan, Feb & Mar 2012)

net growth by month



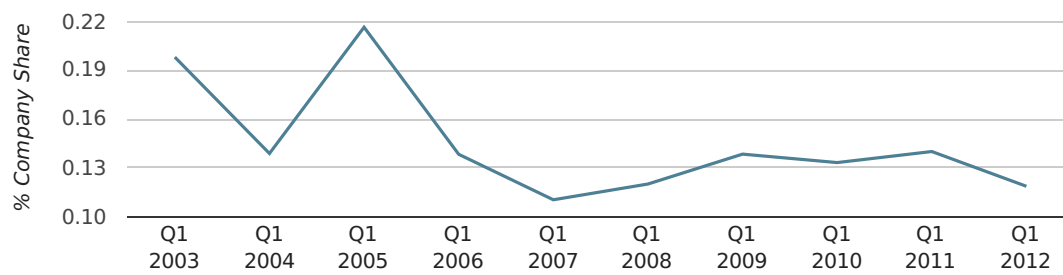
	JANUARY	FEBRUARY	MARCH
NET GROWTH IN 2012	14	36	29
NET GROWTH IN 2011	2	10	29
% CHANGE	600.0%	260.0%	0.0%
RECORD YEAR	2005 (95)	2003 (49)	2003 (57)

Quarterly Data (Q1 Jan-Mar 2012)

In the first quarter of 2012, Salisbury formed 0.1% of all UK companies.

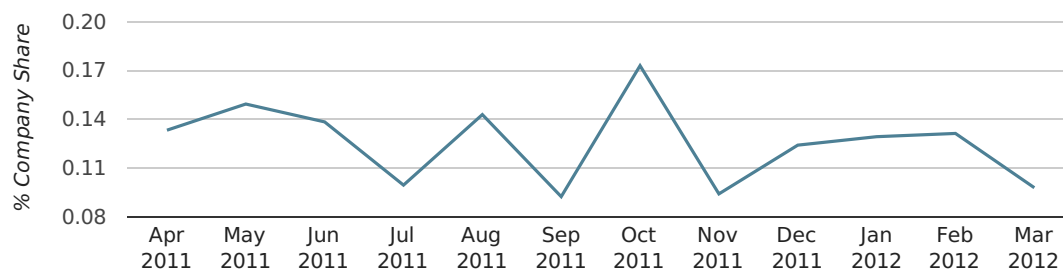
FIRST QUARTER (JAN 2012 - MAR 2012)	SALISBURY
2012	0.1%
2011	0.1%
2010	0.1%
2009	0.1%
2008	0.1%
RECORD YEAR (SINCE 1960)	1966 (0.3%)

company share by quarter



Monthly Data (Jan, Feb & Mar 2012)

company share by month



	JANUARY	FEBRUARY	MARCH
UK FORMATION SHARE IN 2012	0.1%	0.1%	0.1%
UK FORMATION SHARE IN 2011	0.1%	0.1%	0.2%
% CHANGE	15.0%	-11.4%	-36.3%
RECORD YEAR	1967 (0.7%)	1968 (0.6%)	1964 (0.7%)

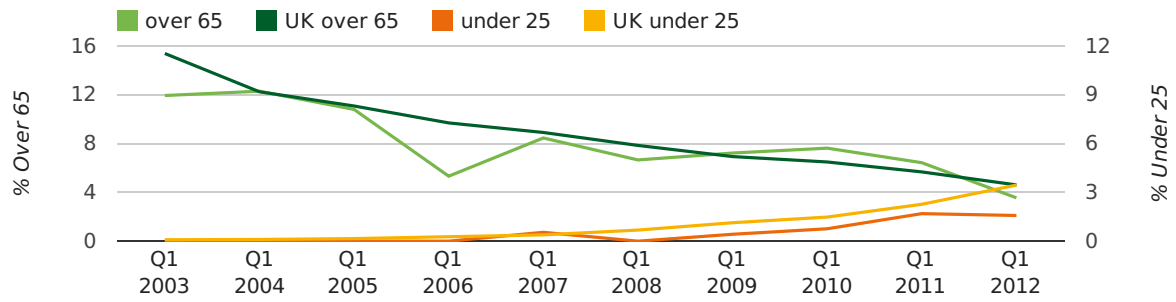
Quarterly Data (Q1 Jan-Mar 2012)

The average age of a director in the first quarter of 2012 was 45.9.

The percentage of directors under the age of 25 was 1.6% compared to the UK figure of 4.6%.

The percentage of directors over the age of 65 was 3.6% compared to the UK figure of 3.5%.

director age by quarter

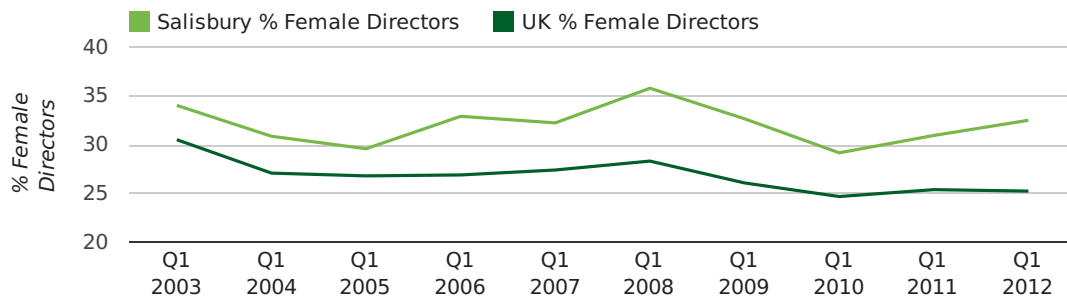


Quarterly Data (Q1 Jan-Mar 2012)

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

32.5% of all director appointments in Salisbury 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, &, UK, SERVICES, THE, (UK), AND, LTD., A, LLP, SOLUTIONS, COMPANY, OF.

WORD	PERCENTAGE	UK WORD	UK PERCENTAGE
CONSULTING	1.77%	CONSULTING	5.07%
HOME	1.28%	MANAGEMENT	4.74%
CARE	1.28%	CONSULTANCY	3.30%
SALISBURY	1.18%	PROPERTY	2.37%
(SPV	1.18%	TRADING	2.07%
MANAGEMENT	0.98%	DESIGN	1.93%
ASSOCIATES	0.98%	ENGINEERING	1.86%
ENERGY	0.79%	ASSOCIATES	1.84%
C	0.79%	CONSULTANTS	1.79%
CONSULTANCY	0.79%	BUSINESS	1.73%
(SALISBURY)	0.79%	MEDIA	1.72%
R	0.59%	CONSTRUCTION	1.72%
BUSINESS	0.59%	LONDON	1.66%
CONSTRUCTION	0.59%	J	1.54%
NATURAL	0.49%	INVESTMENTS	1.51%
HOLDINGS	0.49%	GLOBAL	1.50%
T	0.49%	IT	1.40%
SARUM	0.49%	CARE	1.34%
ENTERPRISES	0.49%	PROPERTIES	1.31%
WATER	0.49%	ELECTRICAL	1.27%
WILTON	0.49%	M	1.27%
CAR	0.49%	BUILDING	1.24%
LIFE	0.49%	ENERGY	1.20%
SPIRE	0.49%	S	1.20%
SERVICE	0.49%	ENTERPRISES	1.19%

Previous 36 months, excluding companies less than 12 months old

SIC CODE	NUMBER OF COMPANIES	UK COMPANIES
None Supplied	216	216,665
7487 - Other business activities	76	52,735
82990 - Other business support service activities not elsewhere classified	54	35,233
70229 - Management consultancy activities other than financial management	50	19,704
99999 - Dormant Company	32	25,084
62020 - Information technology consultancy activities	25	14,303
9999 - Dormant Company	25	18,617
7414 - Business & management consultancy	19	12,113
62090 - Other information technology service activities	19	8,145
96090 - Other service activities not elsewhere classified	18	13,637
74909 - Other professional, scientific and technical activities not elsewhere classified	18	9,892
7260 - Other computer related activities	14	7,154
98000 - Residents property management	13	3,050
74990 - Non-trading company	12	9,729
43999 - Other specialised construction activities not elsewhere classified	11	3,931
9305 - Other service activities	10	8,818
62012 - Business and domestic software development	10	4,356
7222 - Other software consultancy and supply	10	6,934
68209 - Other letting and operating of own or leased real estate	10	4,427
7499 - Non-trading company	10	9,102