



## **REPORT ON DIRECTORS APPOINTED TO NEW COMPANIES FORMED BY COMPANIES MADE SIMPLE, THE COMPANY FORMATION WEBSITE OF THE MADE SIMPLE GROUP**

### **Heard the one about the horse dental technician, the lap-dancer and the vicar?**

What have a horse dental technician, a lap-dancer and a vicar got in common? Or a tug boat operator, a hip-hop artist and an abseiler? The answer will delight businessmen Lord Sugar and Duncan Bannatyne.

They all became company directors between January 2009 and September 2011. That's according to data from over 110,000 company directors appointed to new UK companies formed by Companies Made Simple, the UK's leading company formation agent.

In the age of Apprentices and Dragons, over 850 new directors actually gave their occupation as "entrepreneur". Even students are getting in on the act. Inspired perhaps by Mark Zuckerberg setting up Facebook whilst still at Harvard, or through sheer economic necessity, nearly 1,000 students recently became company directors.

### **"Sheik Doctors" and enterprising Ladies**

The students are in good company. A King, a President, and even a "Sheikh Dr" joined 50 Lords, 22 Sirs and three enterprising Ladies.

Age, like status, is no barrier to initiative. The oldest director was 94. That is a mere 78 years older than the youngest director who, aged 16, was at the legal minimum age.

### **The people behind the statistics**

Howard Graham, founder and CEO of the Made Simple Group, says: "As the leading company formation agent in the UK, we have a wealth of data available to us. We can look at changing trends in areas such as directors' ages, gender, occupation and nationality.

We have also built up a fascinating picture of the people starting businesses in the UK. We know, for example, that nearly 20 per cent of new directors are foreign nationals."

### **The Entrepreneurial Nations Index**

The data shows that India had the most directors who live in the UK but are not UK nationals, closely followed by Poland and Pakistan. But that doesn't tell the whole story.

Companies Made Simple has created what it calls its "Entrepreneurial Nations Index". This looks at how many directors of UK companies a country has, compared to the estimated

number of people from that country living in the UK. India has an Index of just 0.48 per cent. This contrasts with 1.2 per cent for France. And is some way behind China's 1,750 directors from an estimated UK population of 120,000 - an Entrepreneurial Nations Index of 1.46 per cent.

### **The BRIC countries**

China also leads the way with overseas directors, making up nearly a quarter of those who live outside the UK. This may not be unexpected given its status as a BRIC country. But what is surprising is that fellow BRIC countries Russia and Brazil do not even feature in the top ten. India stands in only fifth place, one behind Italy.

The number of directors living in Italy has surged by 72 per cent since 2009, the highest in the top ten. Perhaps they're making plans in case of further economic woes at home. Australian directors, in contrast, are down by 43 per cent, chastened maybe by the declining fortunes of their cricket team.

### **Mind your heads on those glass ceilings**

The relationship between nationality and gender for directors appointed has been dubbed the "Glass Ceiling Indicator" by Companies Made Simple. Hang your heads in shame Pakistan, Norway, Iran, Denmark and Switzerland. All had Glass Ceiling Indicators of less than 20 per cent. Pakistan and Norway were the worst offenders, with less than 13 per cent of directors from those countries being female.

Better by far were America and Zimbabwe. Women made up over 40 per cent of their directors.

There's no change in the stereotype of men being directors and women company secretaries. Three quarters of all directors were men, whereas women made up over half of company secretaries.

### **The Road to success**

According to George Bernard Shaw: "If at age 30 you are not a capitalist then you have no brains." It's advice many people are taking to heart. Thirty has been the most common age for new directors for the last three years.

Whatever their age, nearly half of all (presumably capitalists) directors live in the South East with homes in Roads being more common than Streets or Avenue.

### **"Get on your bike"**

In the recession of the early 1980s, politician Norman Tebbit said the way ahead was to "get on your bike and look for work." The message for this decade seems to be to get on the internet, go to [Companies Made Simple](#) and form a new company. More new companies were formed in 2010 than 2009, and more will be formed this year than last. The number of new companies formed in the UK this year will exceed 385,000.

### **It's in the stars...or is it?**

Finally, Companies Made Simple asked the eternal question. Are get-up-and-go, dynamism and private enterprise written in the stars? Are Leos the lion kings of company formation? Or do Librans tip the scales? The astrologers will no doubt have seen it coming, but there's no real difference between star signs when it comes to directorships. For the record, those serious Capricorns just topped the table.

The full results are set out in the appendix below.

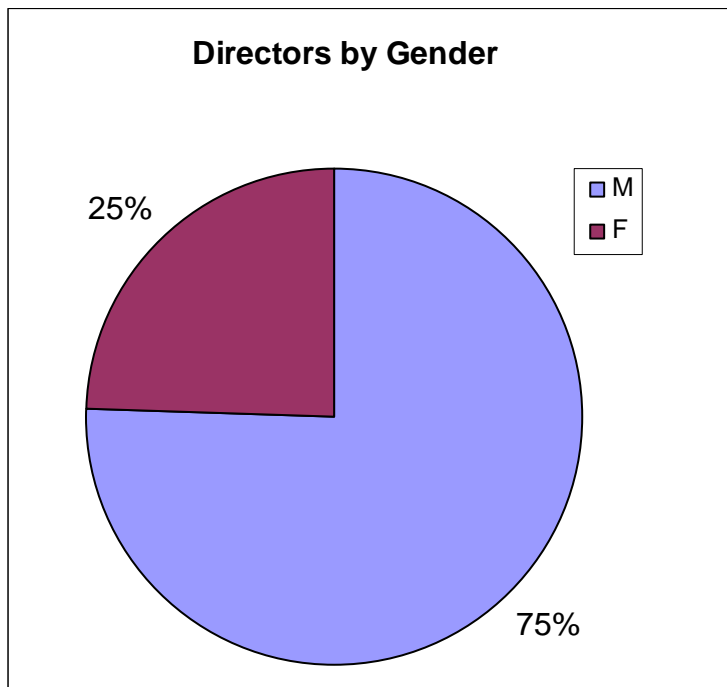
## Appendix

Companies House requires the following information when appointing a director: Name, Address, Date of Birth, Occupation and Nationality.

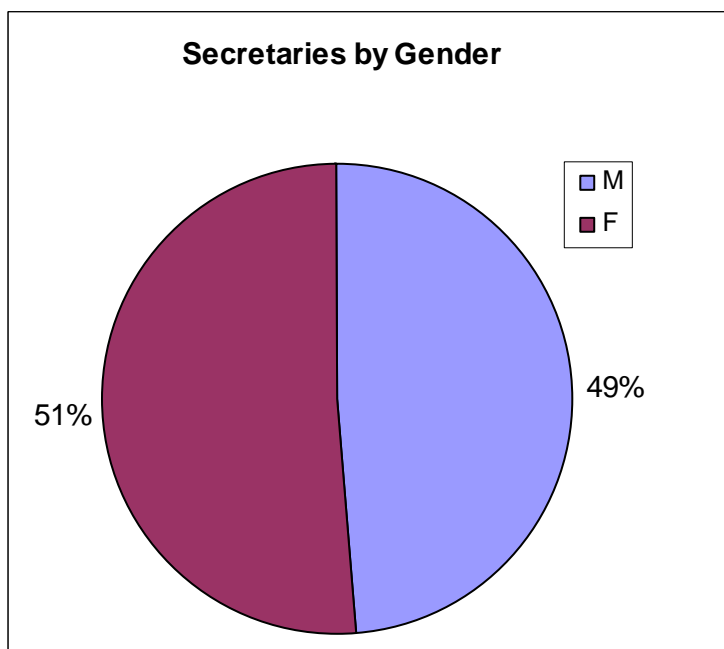
The following information is taken from the personal information supplied by approximately 110,000 directors appointed at incorporation by Companies Made Simple over the period January 2009 to September 2011.

### Gender

This section examines the ratio of men appointed to women, attained by studying the title of each appointment. Titles that were not gender specific, such as “Dr”, were disregarded. Non-gender specific titles account for 2.08% of directors studied.

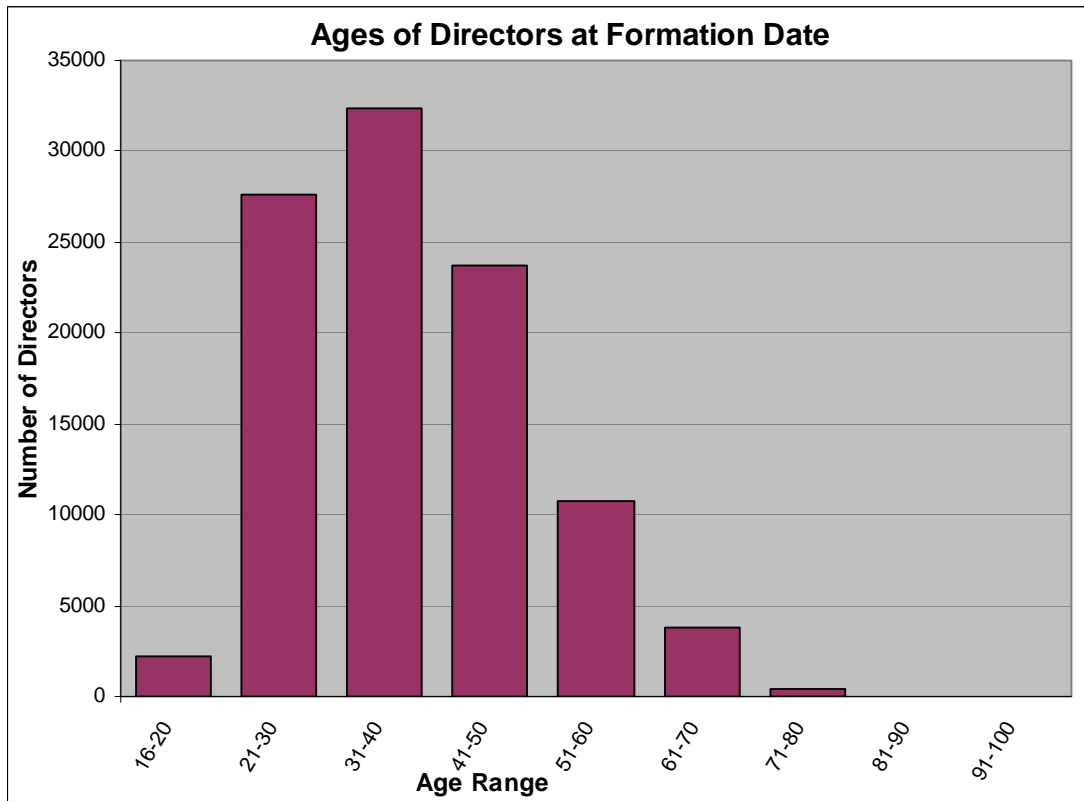


	2009	2010	2011
<b>M</b>	76.21%	75.42%	75.14%
<b>F</b>	23.79%	24.58%	24.86%



	2009	2010	2011
<b>M</b>	50.38%	47.40%	47.78%
<b>F</b>	49.62%	52.60%	52.22%

## Age

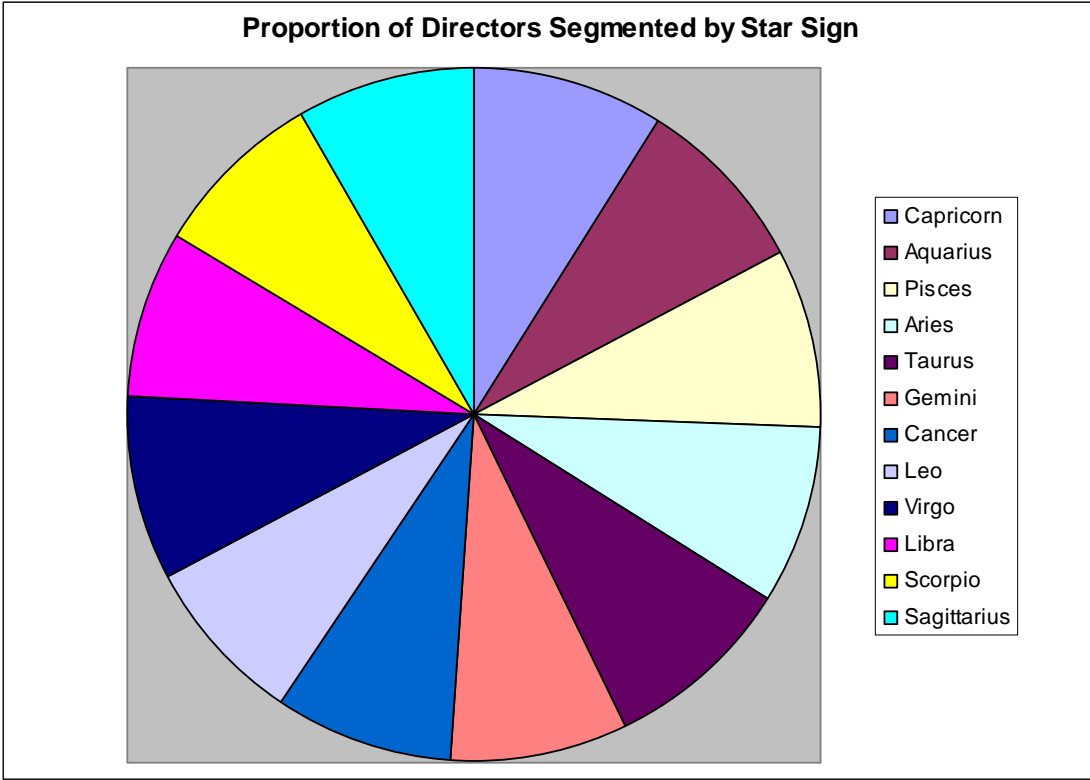


Age Range	% of Directors
16-20	2.21%
21-30	27.36%
31-40	32.12%
41-50	23.53%
51-60	10.63%
61-70	3.75%
71-80	0.38%
81-90	0.03%
91-100	0.01%

The most common age in 2009, 2010 and 2011 has been 30. This has not changed over the past three years.

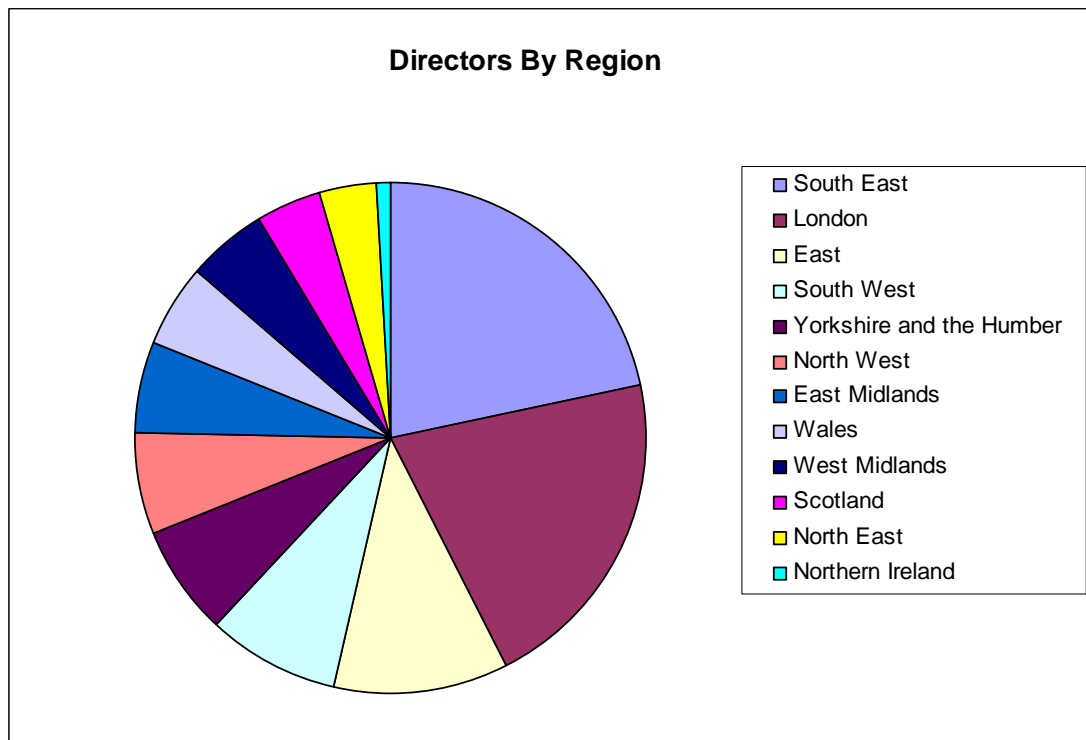
83% of all directors appointed are aged between 21 and 50. Only 1.83% of directors are appointed beyond the current UK retirement age for men of 65.

The youngest director was 16, which is the minimum age for a UK Limited Company Director. The oldest director appointed was 94.



Star Sign	Proportion
Capricorn	8.91%
Aquarius	8.23%
Pisces	8.37%
Aries	8.32%
Taurus	8.88%
Gemini	8.41%
Cancer	8.23%
Leo	7.87%
Virgo	8.60%
Libra	7.71%
Scorpio	8.19%
Sagittarius	8.28%

## Location



Ten most common locations:

London South West	5.57%
London South East	5.48%
Guildford	2.97%
Reading	2.49%
Cardiff	2.29%
Newcastle on Tyne	2.14%
Southampton	2.11%
Tunbridge Wells	2.10%
Leeds	2.09%
Milton Keynes	2.08%

The longest town name we came across was Wenshan Zhuang And Miao Autonomous Prefecture (otherwise known as 文山壯族苗族自治州), located in China.

Road	39015	Way	3910
Street	23557	Crescent	2142
House	9805	Place	2064
Avenue	7874	Grove	1744
Close	7694	Heights	38
Lane	7241	Towers	11
Court	5328	Palace	1
Drive	4971		

## Directors Overseas

Directors residing abroad make up for 0.71% of the directors studied. The ten most common non-UK countries of residence segmented by year:

Country	Percentage			Total
	2009	2010	2011	
China	16.48%	26.40%	24.74%	24.42%
France	17.12%	13.06%	12.03%	13.12%
Germany	10.62%	11.81%	13.88%	12.58%
Italy	4.75%	5.56%	8.22%	6.64%
India	4.28%	6.67%	6.69%	6.38%
Spain	4.60%	5.56%	5.43%	5.38%
USA	6.02%	4.72%	4.85%	4.94%
Ireland	4.60%	4.59%	4.94%	4.74%
Australia	7.29%	4.26%	4.13%	4.58%
Poland	4.28%	3.57%	2.83%	3.33%

The number of people becoming directors whilst based in Italy has risen 72.84% since 2009, the largest increase. Directors based in Australia have gone down by 43.33%, the largest decrease in our top ten.

## Nationality

This section examines foreign directors living in the UK, excluding British citizens who make up for 80.02% of the directors appointed.

Ten most common non-UK nationalities:

Nationality	Directors	2010 Population Estimate	Entrepreneurial Nations Index
Indian	3335	693,000	0.48%
Pakistani	1858	431,000	0.43%
Chinese	1750	120,000	1.46%
Nigerian	1617	151,000	1.07%
Irish	1528	405,000	0.38%
Polish	1511	532,000	0.28%
German	1394	296,000	0.47%
French	1332	111,000	1.20%
Italian	1103	118,000	0.93%
Australian	991	112,000	0.88%

Our “Entrepreneurial Nations Index” looks at the amount of directors appointed from the top 10 nations and then compares this to the latest estimates of foreign nationals living in the UK.

As the table shows, Indian nationals account for the most non-UK directors but when compared with the 2010 population estimate we can see that 0.48% of Indian nationals living in the UK could be directors, not a particularly outstanding figure. A far more impressive statistic is that 1.46% of Chinese nationals living in the UK could be directors, making them the most entrepreneurial nationality.

## Occupation

Ten most common occupations:

Director	22.33%
Company Director	14.45%
Consultant	3.03%
Manager	2.61%
Accountant	2.16%
Managing Director	1.71%
Engineer	1.52%
It Consultant	1.24%
Self Employed	0.98%
Businessman	0.90%

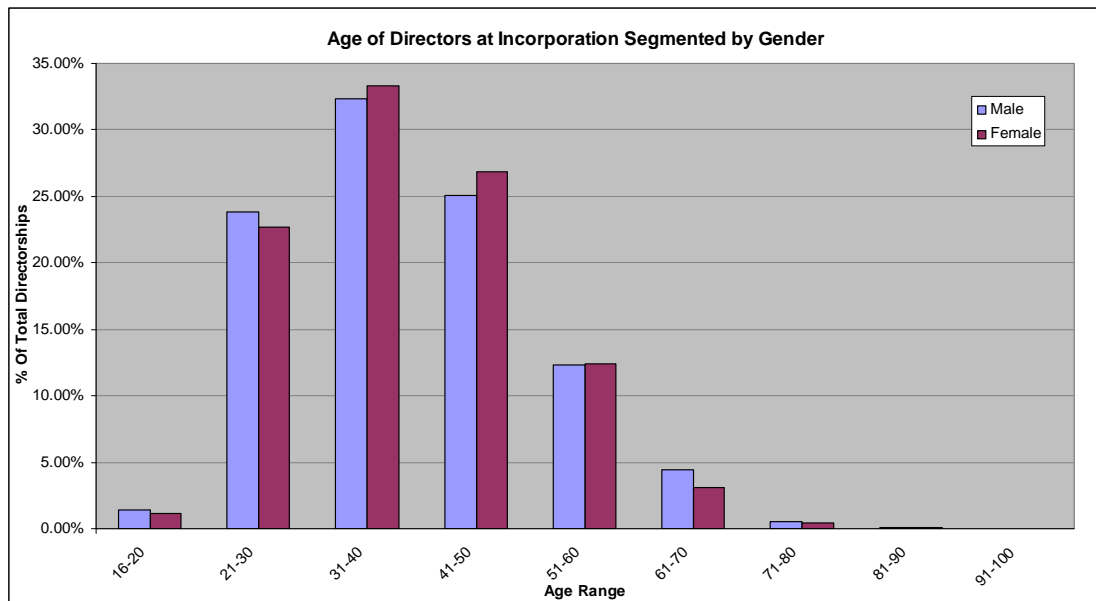
The fact our directors are choosing to define their occupation as either a Director or a Company Director at the company formation stage could be a desire to withhold their actual occupation or simply the most obvious choice considering they are just a few hours away from being directors.

Other Occupations:

Occupation	Directors
Student	946
Entrepreneur	887
Unemployed	196
Actor	35
Vicar	3
Retired Footballer	1
Surf Coach	1
Hip Hop Artist	1
Alcohol Strategy Coordinator	1
Mom	1
Crime Scene Examiner	1
Abseiler	1
lap dancing	1
Gunsmith	1
Tug Boat Operator	1
Ballet Dancer	1
Horse Dental Technician	1
Company Formation Agent	1

## Gender – Age

This section examines the relationship between age and gender for the directors appointed.



This shows that men and woman are, for once, the same. As we can see from the chart they become company directors at the same times throughout their lives.

## Nationality - Gender

This section examines the relationship between nationality and gender for the directors appointed:

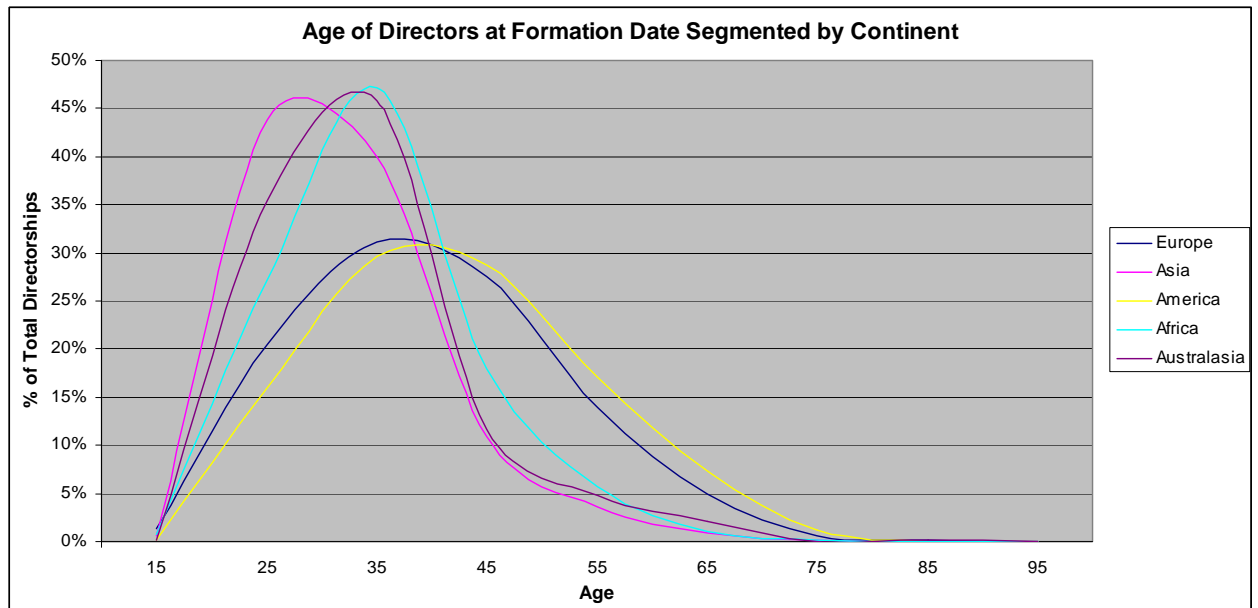
Highest Male-to-Female Ratio		
Nationality	Male	Female
Pakistan	87.92%	12.08%
Norwegian	87.30%	12.70%
Iranian	83.80%	16.20%
Danish	82.35%	17.65%
Swiss	81.25%	18.75%

Highest Female-to-Male Ratio		
Nationality	Male	Female
American	58.28%	41.72%
Zimbabwean	59.71%	40.29%
Kenyan	65.93%	34.07%
Chinese	65.93%	34.07%
Malaysian	66.67%	33.33%

American woman appear to be the most eager to become company directors with 41.72% of American people becoming directors being female, the highest ratio. Pakistani men have the largest ratio over woman.

## Nationality – Age

This section examines the relationship between nationality and age for the directors appointed.



Australasian, Asian and African directors are being appointed from their early twenties to mid-thirties. The figures then drop. American and European directors don't drop off as dramatically, with appointments more regular.

## Name

This section examines the 10 most common forenames and surnames for both male and female directors.

Forename	Directors	Forename	Directors	Surname	Directors
Susan	1083	David	5353	Smith	2249
Sarah	1054	Paul	4433	Jones	1627
Karen	766	Michael	3741	Khan	1538
Julie	652	John	3706	Patel	1439
Helen	650	Andrew	3652	Taylor	1380
Nicola	636	Mark	3302	Brown	1325
Claire	627	Richard	2841	Williams	1292
Jane	600	James	2786	Singh	1261
Lisa	576	Stephen	2540	Ali	1087
Emma	574	Christopher	2490	Ahmed	1018

The male and female names are dominated by what would be considered traditional British names. However, the name Mohammed would appear in our top ten (of the male names) if there were a definitive spelling.

Asian names are much more predominant in the Surname table, with five of the names being of Asian origin.

## Notable Titles

Title	Directors
Dr	2301
Professor	81
Lord	50
Sir	22
Lady	3
Colonel	1
Dame	1
King	1
President	1
Sheikh Dr	1

Note: This report is based on data supplied in respect of over 110,000 directors appointed to companies formed by Companies Made Simple between January 2009 and September 2011. Whilst Companies Made Simple believes that this is a representative sample, the information set out in the report is not necessarily 100 per cent accurate in respect of all companies formed in the UK during that period.