

#### **Domestic Securities**

### Facts about the Survey & Definitions

Institutions	La 51 interviews with portfolio managers Average turnover DKK denominated securities 2008, DKK billion Portion of of total turnover past 12 months, %	20 60 87	<b>Small</b> 31 6 13	
Response Rate	81%			
Method & Time	Telephone interviews by TNS Prospera's interviewers, February 23	3 till April 24, 20	009	
Overall Performance	Weighted average of 14 criteria covering the dealers' general features, analytical competence, sales' performance and price quoting. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.			
	Dealers which less than 8 interviewees have an opinion on are excluded. Only dealers included in both the Large and Small categories constitute the base for the ranks in the All Interviewees category. In all 11 Nordic and 11 international dealers are covered by the survey.			
	Dealers with an equal overall performance score are ranked penetration.	according to	their market	
Rank Market Penetration	Market penetration is measured by the percentage of institutions as a trading partner in DKK denominated securities during 2008.	mentioning a c	ertain dealer	



#### **Domestic Securities**

### **Overall Performance – Domestic Securities - Top 3**

		Mean		Rank Market	
Large	Rank	value		Penetration	Knowledge %
Industry mean value 3,6	1	4,0	Nordea	1	92
	*2	3,7	Nykredit Bank	*2	83
	*2	3,7	Danske Markets	*2	82
Small					
Industry mean value 3,7	1	4,1	Nordea	1	84
	2	4,0	Nykredit Bank	3	82
	*3	3,8	Danske Markets	2	81
All Interviewees					
Industry mean value 3,7	1	4,1	Nordea	1	87
•	2	3,9	Nykredit Bank	3	82
	*3	3,7	Danske Markets	2	81



#### **Foreign Securities**

#### **Facts about the Survey & Definitions**

		All	Large
Institutions	29 interviews with portfolio managers	29	17
	Average turnover foreign currency denominated fixed income securities 2008, DKK billion	29	47
	Portion of of total turnover past 12 months, %		99

Response Rate 81%

Method & Time Telephone interviews by Prospera's interviewers, February 23 till April 24, 2009

Overall Performance

Weighted average of 11 criteria covering the dealers' general features, analytical competence, sales' performance and price quoting. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.

Dealers which less than 7-8 interviewees have an opinion on are excluded. Only dealers included in the Large category constitute the base for the ranks in the All Interviewees category. In all 12 Nordic and 11 international dealers are covered by the survey.

Dealers with an equal overall performance score are placed in order according to their market penetration.

Rank Market Penetration

Market penetration is measured by the percentage of institutions mentioning a certain dealer as a trading partner in foreign currency denominated fixed income securities during 2008.



### **Foreign Securities**

### **Overall Performance – Foreign Securities - Top 3**

		Mean		Rank Market	
Large	Rank	value		Penetration	Knowledge %
Industry mean value 3,9	*1	4,0	Barclays Capital	*3	50
	*1	4,0	Danske Markets	2	53
	*3	3,9	Nordea	1	72
All Interviewees					
Industry mean value 3,7	*1	3,8	Royal Bank of Scotland	5	40
	*1	3,8	Barclays Capital	*3	46
	*3	3,7	Danske Markets	1	63