

Large Corporates & Institutions Surveys 2013



Survey Design Prospera Top Lists 2013

		Nordics	Denmark	Finland	Norway	Sweden
Benchmark	Number of Surveys*	89	22	20	21	23
# Interviewed	All*	4229	877	799	1070	1372
	Tier 1*	1238	264	263	290	371
Response Rate	Average, %	76	74	77	75	79
Top List Points	For each survey, TNS Sifo Prospera has allotted the top ranked supplier/suppliers 55 points, the second ranked 44 points, the third 33 points, the fourth 22 points and the fifth 11 points. Each supplier's points are summed. In case the rank is tied, suppliers are placed in alphabetical order					
Interviewees	CFO, CEO, CIO, Group Treasurer, Assistant Treasurer, Finance Director, Head of Bank Relations, Cash Manager, Head of Trade Finance, Partners, Head of Back Office, Traders, Dealers, Portfolio Managers & Buy-Side Analysts					
Method	Telephone interviews by TNS Sifo Prospera's interviewers					

* Some surveys are only conducted on a Nordic level and are accounted for on a Nordic level only, not on the individual Nordic markets



Survey Design Prospera Top Lists 2013

Survey	All #	Tier 1 #	Time period
Acquisition Finance Nordics	29	20	November 14 th 2013 - January 9 th 2014
Back Office Equity Denmark	22	12	November 11 th – November 26 th 2013
Back Office Equity Finland	27	18	September 24 th – November 8 th 2013
Back Office Equity Norway	28	16	September 24 th – November 14 th 2013
Back Office Equity Sweden	34	17	September 23 th – November 5 th 2013
Back Office FI, FX & Derivatives Denmark	38	18	June 7 th – June 27 th 2013
Back Office FI, FX & Derivatives Finland	35	21	June 5 th – June 27 th 2013
Back Office FI, FX & Derivatives Norway	40	23	June 3 rd – June 27 th 2013
Back Office FI, FX & Derivatives Sweden	43	18	May 31 st – June 25 th 2013
Cash Management Denmark	57	28	January 14 th – March 7 th 2013
Cash Management Finland	72	34	December 27 th 2012 – February 18 th 2013
Cash Management Norway	59	30	January 10 th – February 26 th 2013
Cash Management Sweden	96	51	December 27 th 2012 – February 7 th 2013
Commercial Real Estate Denmark	13		- April 18 th – May 29 th 2013
Commercial Real Estate Finland	22		- April 5 th – May 22 nd 2013
Commercial Real Estate Norway	26		- April 9 th – May 28 th 2013
Commercial Real Estate Sweden	57		- April 2 nd – May 22 nd 2013
Corporate Banking Denmark	53	28	October 30 th 2013 – January 10 th 2014
Corporate Banking Finland	55	28	October 31 st – December 30 th 2013
Corporate Banking Norway	40	28	October 24 th – December 17 th 2013
Corporate Banking Sweden	72	34	October 25 th – December 10 th 2013
Credit Product Investors Denmark	13		- September 12 th – November 12 th 2013
Credit Product Investors Finland	25	16	February 5 th – March 6 th 2013
Credit Product Investors Sweden	36	24	November 27 th – December 12 th 2012



Survey Design Prospera Top Lists 2013

Survey	All #	Tier 1 #	Time period
DCM Issuers Denmark	18		- May 14 th – June 18 th 2013
DCM Issuers Finland	45		- May 8 th – June 10 th 2013
DCM Issuers Norway	49		- May 4 th – June 10 th 2013
DCM Issuers Sweden	77		- May 2 nd – May 31 st 2013
DKK Government Securities Denmark	36	12	February 19 th – March 20 th 2013
DKK Mortgage Bonds Denmark	60	18	February 19 th – March 20 th 2013
Domestic Equity Denmark	50	21	October 7 th – October 29 th 2013
Domestic Equity Finland	37	20	September 10 th – October 21 th 2013
Domestic Equity Norway	56	18	October 8 th – November 4 th 2013
Domestic Equity Sweden	69	26	September 19 th – October 15 th 2013
ECM Advisors Denmark	24		- June 27 th – November 18 th 2013
ECM Advisors Finland	16		- June 27 th – November 18 th 2013
ECM Advisors Norway	51		- June 27 th – November 18 th 2013
ECM Advisors Sweden	33		- June 27 th – November 18 th 2013
Emerging Markets Foreign Exchange Denmark	33		- March 4 th – April 19 th , 2013
Emerging Markets Foreign Exchange Finland	42		- February 21 st – April 9 th , 2013
Emerging Markets Foreign Exchange Norway	15		- March 11 th – April 16 th , 2013
Emerging Markets Foreign Exchange Sweden	38		- February 4 th – March 27 th , 2013
Equity Derivatives Sweden	32	22	March 12 th – April 16 th 2013
EUR Fixed Income Denmark	27	15	February 19 th – March 20 th 2013
External Asset Mgmt Denmark Nordic Suppliers	57		- May 27 th – September 20 th 2013
External Asset Mgmt Finland Nordic Suppliers	51		- June 5 th – September 11 th 2013
External Asset Mgmt Norway Nordic Suppliers	74		- May 21 st – August 27 th 2013
External Asset Mgmt Sweden Nordic Suppliers	108		- May 4 th – June 25 th 2013

Survey Design Prospera Top Lists 2013

Survey	All #	Tier 1 #	Time period
External Asset Mgmt Denmark International Suppliers	57		- May 27 th – September 20 th 2013
External Asset Mgmt Finland International Suppliers	51		- June 5 th – September 11 th 2013
External Asset Mgmt Norway International Suppliers	74		- May 21 st – August 27 th 2013
External Asset Mgmt Sweden International Suppliers	108		- May 4 th – June 25 th 2013
Fixed Income Sweden	54	21	January 3 rd – January 18 th 2013
Foreign Exchange Denmark	80	26	March 4 th – April 19 th 2013
Foreign Exchange Finland	57	23	February 21 st – April 9 th 2013
Foreign Exchange Norway	55	22	March 11 th – April 16 th 2013
Foreign Exchange Sweden	67	22	February 4 th – March 27 th 2013
Fund Distributors & Selectors Sweden	42		- December 4 th – December 23 rd 2013
Government Securities Finland	20		- February 5 th – March 6 th 2013
Government Securities Norway	29		- January 14 th – February 4 th 2013
High Yield Credit Products Norway	16		- January 14 th – February 4 th 2013
High Yield Credit Products Sweden	20		- November 27 th – December 12 th 2012
Institutional Banking Denmark	42	27	October 24 th – November 27 th 2013
Institutional Banking Finland	38	21	October 11 th – November 22 nd 2013
Institutional Banking Norway	40	23	October 13 th – November 27 th 2013
Institutional Banking Sweden	63	29	September 13 th – November 12 th 2013
Interest Rate Swaps Denmark	34	21	February 26 th – April 3 rd 2013
Interest Rate Swaps Finland	22	13	February 18 th – March 11 th 2013
Interest Rate Swaps Norway	35	19	January 7 th – February 5 th 2013
Interest Rate Swaps Sweden	55	20	January 3 rd – January 22 nd 2013
Investment Grade Credit Products Norway	44	19	January 14 th – February 4 th 2013



Survey Design Prospera Top Lists 2013

Survey	All #	Tier 1 #	Time period
Loan Agency/Loan Operations Denmark	10	-	November 28 th – December 23 rd 2013
Loan Agency/Loan Operations Finland	22	16	October 31 st – December 18 th 2013
Loan Agency/Loan Operations Norway	43	23	October 30 th – December 19 th 2013
Loan Agency/Loan Operations Sweden	34	22	October 31 st – December 18 th 2013
M&A Advisors Denmark	60	-	June 27 th – November 18 th 2013
M&A Advisors Finland	64	-	June 27 th – November 18 th 2013
M&A Advisors Norway	118	-	June 27 th – November 18 th 2013
M&A Advisors Sweden	99	-	June 27 th – November 18 th 2013
Multi-Bank Lending Facilities/Syndicated Loans Denmark	10	-	November 28 th – December 23 rd 2013
Multi-Bank Lending Facilities/Syndicated Loans Finland	22	16	October 31 st – December 18 th 2013
Multi-Bank Lending Facilities/Syndicated Loans Norway	43	23	October 30 th – December 19 th 2013
Multi-Bank Lending Facilities/Syndicated Loans Sweden	34	22	October 31 st – December 18 th 2013
Nordic Equity Nordics	57	30	June 10 th – August 22 nd 2013
Structured Real Estate Finance Nordics	25	-	April 8 th – May 28 th , 2013
Trade Finance Denmark	83	38	December 14 th 2012 – March 11 th 2013
Trade Finance Finland	76	37	January 14 th – February 18 th 2013
Trade Finance Norway	135	46	December 17 th 2012 – March 4 th 2013
Trade Finance Sweden	101	43	December 13 th 2012 – February 8 th 2013



Summary Prospera Top Lists 2013 Nordics

All

Rank	Points		#1	#2	#3	#4	#5	
13	12	13						
1	1	2882	Nordea	17	25	18	9	5
2	2	2651	SEB	20	12	18	16	7
3	3	2563	Danske Bank	18	20	15	6	6
4	5	979	DNB	13	3	2	3	0
5	6	682	Swedbank	2	5	4	6	8
6	4	594	Handelsbanken	0	3	5	7	13
7	7	374	Pohjola	2	0	6	2	2
8	11	341	Carnegie	1	3	1	4	3
9	13	330	Nykredit	2	2	3	1	1
*10	*14	308	ABG Sundal Collier	2	3	1	0	3
*10	*9	308	J.P. Morgan	2	2	0	3	4

Tier 1

Rank	Points		#1	#2	#3	#4	#5	
13	12	13						
1	1	1903	Nordea	10	19	11	5	4
2	3	1749	Danske Bank	17	10	9	2	3
3	2	1683	SEB	10	8	18	7	3
4	*4	594	DNB	7	3	2	0	1
5	6	462	Swedbank	2	1	4	5	6
6	*4	341	Handelsbanken	0	2	1	4	12
7	7	330	Pohjola	2	0	5	2	1
8	11	209	Carnegie	1	1	1	3	1
9	8	176	Deutsche Bank	1	1	0	2	3
10	*9	165	Barclays	0	1	1	3	2



Summary Prospera Top Lists 2013 Denmark

All

Rank	Points		#1	#2	#3	#4	#5
13	12	13					
1	1	968 Danske Bank	8	9	4	0	0
2	2	924 Nordea	8	9	2	1	0
3	3	506 SEB	1	1	10	3	1
4	4	286 Nykredit	2	1	3	1	1
*5	*7	99 Carnegie	0	1	0	2	1
*5	*5	99 Jyske Bank	1	0	0	1	2
7	*5	77 Barclays	0	1	1	0	0
8	*14	66 Sydbank	0	0	1	1	1
*9	-	55 FIH	1	0	0	0	0
*9	*9	55 PIMCO	1	0	0	0	0

Tier 1

Rank	Points		#1	#2	#3	#4	#5
13	12	13					
1	1	594 Danske Bank	7	4	1	0	0
2	2	517 Nordea	3	7	1	0	1
3	3	330 SEB	1	0	8	0	1
4	4	143 Nykredit	1	1	0	2	0
5	5	77 Jyske Bank	0	0	1	2	0
6	*7	66 Deutsche Bank	0	0	0	2	2
7	11	55 Carnegie	0	0	1	1	0
8	*9	44 J.P. Morgan	0	0	1	0	1
*9	6	33 Barclays	0	0	1	0	0
*9	*12	33 Morgan Stanley	0	0	0	1	1



Summary Prospera Top Lists 2013 Finland

All	Rank	Points		#1	#2	#3	#4	#5
	13	12	13					
	1	715	Nordea	7	4	3	2	1
	2	660	Danske Bank	5	4	5	2	0
	3	561	SEB	3	5	2	3	4
	4	374	Pohjola	2	0	6	2	2
	5	165	Swedbank	1	0	1	2	3
	*6	110	Barclays	1	0	1	1	0
	*6	110	Handelsbanken	0	1	0	1	4
	8	*10	88 J.P. Morgan	0	1	0	2	0
	9	9	77 Evli	0	1	1	0	0
	*10	-	55 Aberdeen	1	0	0	0	0
	*10	*10	55 Carnegie	0	1	0	0	1
	*10	-	55 HLP	1	0	0	0	0
Tier 1	Rank	Points		#1	#2	#3	#4	#5
	13	12	13					
	1	1	484 Nordea	5	2	3	1	0
	2	4	462 Danske Bank	5	2	3	0	0
	3	2	396 SEB	1	6	0	3	1
	4	3	330 Pohjola	2	0	5	2	1
	5	*14	88 Swedbank	0	0	1	2	1
	*6	*10	66 Carnegie	1	0	0	0	1
	*6	5	66 Handelsbanken	0	0	0	1	4
	8	6	33 Barclays	0	0	0	1	1
	*9	*7	22 Citigroup	0	0	0	1	0
	*9	-	22 Crédit Agricole	0	0	0	1	0
	*9	-	22 FIM	0	0	0	1	0

Summary Prospera Top Lists 2013 Norway

All

Rank	Points		#1	#2	#3	#4	#5
13	12	13					
1	1	902 DNB	12	3	2	2	0
2	2	649 Nordea	2	8	4	2	1
3	3	506 SEB	2	2	4	7	2
4	4	451 Danske Bank	2	4	4	0	3
5	5	209 Swedbank	1	1	2	1	2
6	7	187 ABG Sundal Collier	2	1	1	0	0
7	*8	99 Pareto	0	0	2	1	1
8	6	88 Handelsbanken	0	0	1	1	3
9	*13	77 Arctic	0	1	0	1	1
10	-	55 Aberdeen	1	0	0	0	0

Tier 1

Rank	Points		#1	#2	#3	#4	#5
13	12	13					
1	1	550 DNB	7	3	1	0	0
2	2	396 Nordea	1	4	3	3	0
3	3	352 SEB	1	2	4	3	1
4	4	308 Danske Bank	1	3	3	0	2
5	5	132 Swedbank	0	0	2	2	2
*6	13	55 ABG Sundal Collier	1	0	0	0	0
*6	*8	55 J.P. Morgan	1	0	0	0	0
*8	6	22 Carnegie	0	0	0	1	0
*8	-	22 Fondsfinans	0	0	0	1	0
*8	*11	22 Handelsbanken	0	0	0	0	2
*8	*8	22 Pareto	0	0	0	1	0



TNS Sifo Prospera

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2013

Summary Prospera Top Lists 2013 Sweden

All

Rank	Points		#1	#2	#3	#4	#5
13	12	13					
1	1	968 SEB	12	4	2	3	0
2	2	517 Nordea	0	4	7	4	2
3	3	484 Danske Bank	3	3	2	4	3
*4	4	308 Handelsbanken	0	0	4	5	6
*4	5	308 Swedbank	0	4	1	3	3
6	*8	154 J.P. Morgan	2	1	0	0	0
*7	*8	132 Carnegie	1	1	1	0	0
*7	7	132 Citigroup	1	1	1	0	0
9	*10	110 Deutsche Bank	0	1	2	0	0
10	*13	99 ABG Sundal Collier	0	2	0	0	1

Tier 1

Rank	Points		#1	#2	#3	#4	#5
13	12	13					
1	1	550 SEB	6	0	6	1	0
2	2	462 Nordea	1	6	3	1	2
3	3	385 Danske Bank	4	1	2	2	1
4	5	242 Swedbank	2	1	1	1	3
5	4	209 Handelsbanken	0	1	1	3	6
6	*17	88 Barclays	0	1	0	2	0
7	*6	77 Citigroup	0	1	1	0	0
8	*14	66 ABG Sundal Collier	0	1	0	1	0
*9	*6	55 Deutsche Bank	0	1	0	0	1
*9	*10	55 Erik Penser	1	0	0	0	0



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