

Large Corporates & Institutions Grand Total

Norway 2018



Designs



| | | |
|---------------------------------|--|---|
| Number of surveys | 17 | |
| Number of interviews | 1 037 | |
| Total Points Calculation | Rank 1: 55 points Rank 2: 44 points Rank 3: 33 points Rank 4: 22 points Rank 5: 11 points | Rank based on Overall Performance in each survey Each supplier's points are summed and ranked If rank is tied, suppliers are placed in alphabetical order |
| Interviewees | CFO, CEO, CIO, Partner, Group Treasurer, Head of Funding, Treasurer, Trader, Portfolio Manager, Buy-Side Analyst, Cash Manager, Head of Trade Finance, Head of Back Office | |
| Method | Telephone interviews by Prospera interviewers | |

Grand Total

| Rank | Total Points | | Number of | Number of | Number of | Number of | Number of |
|------|--------------|-----------------------|-----------|-----------|-----------|-----------|-----------|
| 18 | 17 | 18 | Rank 1 | Rank 2 | Rank 3 | Rank 4 | Rank 5 |
| 1 | 1 | 561 DNB | 6 | 3 | 1 | 2 | 2 |
| 2 | 3 | 539 Danske Bank | 5 | 4 | 2 | 1 | 0 |
| *3 | 2 | 440 Nordea | 0 | 4 | 5 | 4 | 1 |
| *3 | 4 | 440 SEB | 3 | 3 | 2 | 3 | 1 |
| 5 | 5 | 132 Swedbank | 0 | 1 | 1 | 2 | 1 |
| *6 | 6 | 99 ABG Sundal Collier | 1 | 1 | 0 | 0 | 0 |
| *6 | 7 | 99 Alfred Berg | 1 | 1 | 0 | 0 | 0 |
| *6 | *16 | 99 Arctic | 1 | 0 | 1 | 0 | 1 |
| *6 | *10 | 99 Handelsbanken | 0 | 1 | 1 | 0 | 2 |
| 10 | 9 | 77 Pareto | 0 | 1 | 1 | 0 | 0 |

Surveys

| Survey | Market | Interviews | Time period |
|-------------------------------|--------|------------|--|
| Relationship Management | | | |
| Corporate Banking | Norway | 70 | September 17 - November 19, 2018 |
| Institutional Banking | Norway | 49 | October 18 - December 9, 2018 |
| Investment Banking | | | |
| Corporate Finance Advisors | Norway | 258 | Aug 9 - Nov 26, 2018 and Jun 28 - Nov 27, 2017 |
| DCM IG Issuers | Norway | 47 | April 11 - May 18, 2018 |
| Syndicated Loans | Norway | 46 | September 18 - November 14, 2018 |
| Loan Agency & Loan Operations | Norway | 66 | September 18 - November 14, 2018 |

Surveys

| Survey | Market | Interviews | Time period |
|----------------------------------|--------|------------|--------------------------------------|
| Transaction Banking | | | |
| Cash Management | Norway | 47 | November 30, 2017 - January 24, 2018 |
| Trade Finance | Norway | 79 | November 27, 2017 - January 23, 2018 |
| Markets | | | |
| Investment Grade Credit Products | Norway | 44 | February 16 - March 16, 2018 |
| Government Securities | Norway | 26 | February 16 - March 16, 2018 |
| Interest Rate Swaps | Norway | 34 | February 18 - March 20, 2018 |
| Foreign Exchange | Norway | 47 | April 26 – June 6, 2018 |
| Domestic Equity | Norway | 53 | October 16 - November 29, 2018 |

Surveys

| Survey | Market | Interviews | Time period |
|----------------------------------|--------|------------|--------------------------------|
| Back Office | | | |
| Back Office Equity | Norway | 26 | August 15 - September 24, 2018 |
| Back Office FI, FX & Derivatives | Norway | 29 | May 9 - June 20, 2018 |
| Asset Management | | | |
| External Asset Management | Norway | 77 | March 23 - June 11, 2018 |
| Fund Distributors & Selectors | Norway | 39 | April 5 - June 26, 2018 |

Top 5 Overall Performance

| Corporate Banking | | Institutional Banking | Corporate Finance Advisors |
|-------------------|-------------|-----------------------|----------------------------|
| Rank | | | |
| 1 | SEB | Danske Bank | ABG Sundal Collier |
| 2 | Danske Bank | SEB | Danske Bank |
| 3 | Nordea | Nordea | Pareto |
| 4 | Swedbank | DNB | Carnegie |
| 5 | Citigroup | Swedbank | Arctic |

| DCM IG Issuers | | Syndicated Loans | Loan Agency & Loan Operations |
|----------------|-------------|------------------|-------------------------------|
| Rank | | | |
| 1 | DNB | SEB | SEB |
| 2 | SEB | DNB, Nordea | Handelsbanken |
| 3 | Danske Bank | - | Danske Bank |
| 4 | Nordea | Danske Bank | DNB |
| 5 | - | Handelsbanken | Nordea |

Top 5 Overall Performance

| Cash Management | | Trade Finance | Investment Grade Credit Products |
|-----------------|-------------|---------------|----------------------------------|
| Rank | | | |
| 1 | Danske Bank | Danske Bank | DNB |
| 2 | DNB | Nordea | Nordea |
| 3 | Nordea | DNB | Swedbank |
| 4 | - | SEB | SEB |
| 5 | - | - | SpareBank 1 |

| Government Securities | | Interest Rate Swaps | Foreign Exchange |
|-----------------------|---------------------|---------------------|------------------|
| Rank | | | |
| 1 | DNB | Danske Bank | Danske Bank |
| 2 | Danske Bank, Nordea | SEB | DNB |
| 3 | - | Nordea | SEB |
| 4 | SEB | Swedbank | Nordea |
| 5 | - | DNB | - |

Top 5 Overall Performance

| Domestic Equity | | Back Office Equity | Back Office FI, FX & Derivatives |
|-----------------|--------------------|-----------------------|----------------------------------|
| Rank | | | |
| 1 | DNB | DNB | DNB |
| 2 | ABG Sundal Collier | Pareto | Swedbank |
| 3 | Carnegie | Arctic, Handelsbanken | SEB |
| 4 | Nordea | - | Nordea |
| 5 | SpareBank 1 | SEB, SpareBank 1 | Handelsbanken |

| External Asset Management | | Fund Distributors & Selectors |
|---------------------------|-------------------|-------------------------------|
| Rank | | |
| 1 | Alfred Berg | Arctic |
| 2 | Danske Bank | Alfred Berg |
| 3 | Nordea | First Fondene |
| 4 | Storebrand/Delphi | Holberg Fondene |
| 5 | DNB | ODIN Fondene |

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