

**Large Corporates & Institutions Grand Total**

Finland 2019



# Designs



|                                 |  |   |
|---------------------------------|--|---|
| <b>Number of surveys</b>        | 17   |   |
| <b>Number of interviews</b>     | 664  |   |
| <b>Total points calculation</b> | Rank 1: 55 points<br>Rank 2: 44 points<br>Rank 3: 33 points<br>Rank 4: 22 points<br>Rank 5: 11 points  | Rank based on Overall Performance in each survey<br>Each supplier's points are summed and ranked<br>If rank is tied, suppliers are placed in alphabetical order |
| <b>Interviewees</b>             | 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 |   |
| <b>Method</b>                   | Telephone interviews by Prospera interviewers  |   |

# Grand Total

| Rank |    | Total points |                   | Number of | Number of | Number of | Number of | Number of |
|------|----|--------------|-------------------|-----------|-----------|-----------|-----------|-----------|
| 19   | 18 | 19           |                   | Rank 1    | Rank 2    | Rank 3    | Rank 4    | Rank 5    |
| 1    | 1  | 638          | Danske Bank       | 4         | 5         | 2         | 6         | 0         |
| 2    | 2  | 616          | Nordea            | 7         | 2         | 2         | 3         | 1         |
| 3    | 3  | 605          | SEB               | 3         | 4         | 8         | 0         | 0         |
| 4    | 4  | 308          | OP Corporate Bank | 1         | 2         | 2         | 2         | 5         |
| *5   | 5  | 121          | Carnegie          | 0         | 2         | 1         | 0         | 0         |
| *5   | 6  | 121          | Swedbank          | 0         | 1         | 0         | 3         | 1         |
| *7   | 8  | 55           | Evli              | 1         | 0         | 0         | 0         | 0         |
| *7   | 7  | 55           | J.P. Morgan       | 1         | 0         | 0         | 0         | 0         |
| *9   | *9 | 44           | eQ AM             | 0         | 1         | 0         | 0         | 0         |
| *9   | *9 | 44           | Handelsbanken     | 0         | 0         | 0         | 1         | 2         |

# Surveys

| Survey                        | Market  | Interviews | Time period                                  |
|-------------------------------|---------|------------|--|
| Relationship Management       |         |            |  |
| Corporate Banking             | Finland | 59         | September 6 - November 19, 2019              |
| Institutional Banking         | Finland | 27         | October 30 - December 17, 2019               |
| Investment Banking            |         |            |  |
| Corporate Finance Advisors    | Finland | 80         | Jun 14 - Nov 25 2019 and Aug 9 - Nov 26 2018 |
| DCM IG Issuers                | Finland | 27         | April 15 - May 17, 2019                      |
| Syndicated Loans              | Finland | 23         | September 17 - November 19, 2019             |
| Loan Agency & Loan Operations | Finland | 61         | September 17 - November 19, 2019             |

# Surveys

| Survey                   | Market  | Interviews | Time period                          |
|--------------------------|---------|------------|--------------------------------------|
| Transaction Banking      |         |            |                                      |
| Cash Management          | Finland | 51         | November 16, 2018 - January 23, 2019 |
| Trade Finance            | Finland | 71         | November 16, 2018 - January 18, 2019 |
| Markets                  |         |            |                                      |
| Domestic Credit Products | Finland | 23         | March 8 - April 15, 2019             |
| Nordic Credit Products   | Finland | 20         | March 8 - April 15, 2019             |
| Government Securities    | Finland | 15         | March 8 - April 15, 2019             |
| Interest Rate Swaps      | Finland | 23         | March 11 - April 10, 2019            |
| Foreign Exchange         | Finland | 47         | May 7 - June 17, 2019                |
| Domestic Equity          | Finland | 21         | November 12 - December 12, 2019      |

# Surveys

| Survey                           | Market  | Interviews | Time period                  |
|----------------------------------|---------|------------|------------------------------|
| Back Office                      |         |            |                              |
| Back Office Equity               | Finland | 22         | July 12 - September 19, 2019 |
| Back Office FI, FX & Derivatives | Finland | 38         | May 20 - June 25, 2019       |
| Asset Management                 |         |            |                              |
| External Asset Management        | Finland | 56         | March 26 - June 19, 2019     |

# Top 5 Overall Performance

| Corporate Banking |                   | Institutional Banking | Corporate Finance Advisors |
|-------------------|-------------------|-----------------------|----------------------------|
| Rank              |                   |                       |                            |
| 1                 | Nordea            | Nordea                | SEB                        |
| 2                 | OP Corporate Bank | SEB                   | Danske Bank                |
| 3                 | SEB               | Danske Bank           | Carnegie                   |
| 4                 | Danske Bank       | Swedbank              | Nordea                     |
| 5                 | Swedbank          | OP Corporate Bank     | -                          |

  

| DCM IG Issuers |                   | Syndicated Loans  | Loan Agency & Loan Operations |
|----------------|-------------------|-------------------|-------------------------------|
| Rank           |                   |                   |                               |
| 1              | Nordea            | Nordea            | OP Corporate Bank             |
| 2              | Swedbank          | SEB               | Nordea                        |
| 3              | SEB               | OP Corporate Bank | SEB                           |
| 4              | Danske Bank       | Danske Bank       | Danske Bank                   |
| 5              | OP Corporate Bank | -                 | -                             |

# Top 5 Overall Performance

| Cash Management |                   | Trade Finance     |  |
|-----------------|-------------------|-------------------|--|
| Rank            |                   |                   |  |
| 1               | Danske Bank       | Danske Bank       |  |
| 2               | SEB               | OP Corporate Bank |  |
| 3               | Nordea            | SEB               |  |
| 4               | OP Corporate Bank | Handelsbanken     |  |
| 5               | -                 | Nordea            |  |

  

| Domestic Credit Products |                   | Nordic Credit Products |  | Government Securities |  |
|--------------------------|-------------------|------------------------|--|-----------------------|--|
| Rank                     |                   |                        |  |                       |  |
| 1                        | Nordea            | Nordea                 |  | Nordea                |  |
| 2                        | Danske Bank       | Danske Bank            |  | Danske Bank           |  |
| 3                        | SEB               | SEB                    |  | -                     |  |
| 4                        | Swedbank          | Swedbank               |  | -                     |  |
| 5                        | OP Corporate Bank | OP Corporate Bank      |  | -                     |  |



# Top 5 Overall Performance

| Interest Rate Swaps |                   | Foreign Exchange | Domestic Equity   |
|---------------------|-------------------|------------------|-------------------|
| Rank                |                   |                  |                   |
| 1                   | Danske Bank       | J.P. Morgan      | SEB               |
| 2                   | Nordea            | Danske Bank      | Carnegie          |
| 3                   | OP Corporate Bank | SEB              | Danske Bank       |
| 4                   | -                 | Nordea           | Nordea            |
| 5                   | -                 | BNP Paribas      | OP Corporate Bank |

  

| Back Office Equity |               | Back Office FI, FX & Derivatives | External Asset Management |
|--------------------|---------------|----------------------------------|---------------------------|
| Rank               |               |                                  |                           |
| 1                  | SEB           | Danske Bank                      | Evli                      |
| 2                  | Carnegie      | SEB                              | eQ AM                     |
| 3                  | Pareto        | Nordea                           | SEB                       |
| 4                  | Danske Bank   | OP Corporate Bank                | Danske Bank               |
| 5                  | Handelsbanken | Handelsbanken                    | Mandatum Life             |

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