

Large Corporates & Institutions Surveys 2014 Norway



Survey Design Prospera Top Lists 2014

| | | |
|-----------------|--|---------------------|
| Benchmark | Number of Surveys | Norway 22 |
| # Interviewed | All Tier 1 | 1030 256 |
| 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 | |

Survey Design Prospera Top Lists 2014

| Survey | All # | Tier 1 # | Time period |
|---|-------|----------|---|
| Back Office Equity Norway | 31 | | - August 15 th – September 17 th , 2014 |
| Back Office FI, FX & Derivatives Norway | 34 | | - June 10 th – July 8 th , 2014 |
| Cash Management Norway | 50 | 25 | January 13 th – February 7 th , 2014 |
| Corporate Banking Norway | 65 | 38 | October 16 th - December 4 th , 2014 |
| DCM Issuers IG Norway | 50 | | - May 10 th – June 16 th , 2014 |
| Domestic Equity Research & Advisory Norway | 64 | 22 | October 6 th – October 30 th , 2014 |
| Domestic Equity Execution Norway | 64 | 22 | October 6 th – October 30 th , 2014 |
| Domestic Equity Corporate Access Norway | 64 | 22 | October 6 th – October 30 th , 2014 |
| ECM Advisors Norway | 55 | | - May 27 th – October 2 nd , 2014 |
| Emerging Markets Foreign Exchange Norway | 14 | | - February 28 th – March 28 th , 2014 |
| External Asset Mgmt Norway Nordic Suppliers | 67 | | - April 10 th – May 30 th , 2014 |
| Foreign Exchange Norway | 58 | 25 | February 28 th – March 28 th , 2014 |
| Fund Distributors & Selectors Norway | 34 | | - April 3 rd – May 20 th , 2014 |
| Government Securities Norway | 29 | | - February 13 th – March 3 rd , 2014 |
| High Yield Credit Products Norway | 16 | | - February 13 th – March 3 rd , 2014 |
| Institutional Banking Norway | 41 | 17 | October 7 th - November 21 st , 2014 |
| Interest Rate Swaps Norway | 29 | 15 | February 12 th - March 5 th , 2014 |
| Investment Grade Credit Products Norway | 41 | 19 | February 13 th – March 3 rd , 2014 |
| Loan Agency/Loan Operations Norway | 47 | | - October 6 th - December 17 th , 2014 |
| M&A Advisors Norway | 60 | | - May 27 th – October 2 nd , 2014 |
| Multi-Bank Lending Facilities/Syndicated Loans Norway | 43 | 18 | October 6 th - December 17 th , 2014 |
| Trade Finance Norway | 74 | 33 | January 22 nd – February 4 th , 2014 |



Summary Prospera Top Lists 2014

All

| Rank | Points | | #1 | #2 | #3 | #4 | #5 |
|-----------|-----------|----------------------|----|----|----|----|----|
| 14 | 13 | 14 | | | | | |
| 1 | 1 | 869 DNB | 9 | 4 | 5 | 1 | 1 |
| 2 | 2 | 704 Nordea | 6 | 5 | 4 | 1 | 0 |
| 3 | 4 | 506 Danske Bank | 4 | 3 | 2 | 3 | 2 |
| 4 | 3 | 385 SEB | 0 | 1 | 3 | 8 | 6 |
| 5 | 6 | 275 ABGSC | 3 | 2 | 0 | 1 | 0 |
| 6 | 5 | 242 Swedbank | 2 | 1 | 1 | 2 | 1 |
| 7 | 12 | 176 Carnegie | 0 | 2 | 2 | 1 | 0 |
| 8 | 7 | 88 Pareto Securities | 0 | 1 | 1 | 0 | 1 |
| 9 | 9 | 66 Arctic Securities | 0 | 1 | 0 | 1 | 0 |
| *10 | - | 44 Jyske Bank | 0 | 1 | 0 | 0 | 0 |
| *10 | - | 44 SKAGEN Fondene | 0 | 1 | 0 | 0 | 0 |

Tier 1

| Rank | Points | | #1 | #2 | #3 | #4 | #5 |
|-----------|-----------|----------------------|----|----|----|----|----|
| 14 | 13 | 14 | | | | | |
| 1 | 1 | 429 DNB | 3 | 3 | 3 | 1 | 1 |
| 2 | 4 | 330 Danske Bank | 3 | 2 | 1 | 2 | 0 |
| 3 | 2 | 319 Nordea | 2 | 3 | 1 | 2 | 0 |
| 4 | 3 | 198 SEB | 0 | 0 | 3 | 2 | 5 |
| 5 | 5 | 176 Swedbank | 2 | 0 | 1 | 1 | 1 |
| 6 | *6 | 143 ABGSC | 1 | 2 | 0 | 0 | 0 |
| 7 | *8 | 99 Carnegie | 0 | 1 | 1 | 1 | 0 |
| 8 | *8 | 44 Handelsbanken | 0 | 0 | 1 | 0 | 1 |
| 9 | 12 | 33 Barclays | 0 | 0 | 1 | 0 | 0 |
| 10 | *8 | 11 Pareto Securities | 0 | 0 | 0 | 0 | 1 |

Summary Prospera Top Lists 2014

| All | Back Office Equity | FI, FX & Derivatives | Back Office | Cash Management | Corporate Banking |
|--------|-----------------------|----------------------|-------------|-----------------|-------------------|
| 1 | DNB Markets | | DNB | DNB | DNB |
| 2 | Carnegie | Nordea, Jyske Bank | | Danske Bank | Danske Bank |
| 3 | SEB | | - | Nordea | SEB |
| 4 | ABGSC | | Swedbank | - | Nordea |
| 5 | Handelsbanken | | SEB | - | Handelsbanken |
| Tier 1 | | | | | |
| 1 | - | | - | DNB | Danske Bank |
| 2 | - | | - | Danske Bank | DNB |
| 3 | - | | - | Nordea | SEB |
| 4 | - | | - | - | Nordea |
| 5 | - | | - | - | Handelsbanken |

Summary Prospera Top Lists 2014

| All | DCM Issuers IG | Domestic Equity Research & Advisory | Domestic Equity Execution | Domestic Equity Corporate Access |
|--------|----------------|-------------------------------------|---------------------------|----------------------------------|
| 1 | DNB | ABGSC | DNB Markets | Swedbank |
| 2 | Nordea | Carnegie | ABGSC | ABGSC |
| 3 | SEB | DNB Markets | Carnegie | Carnegie |
| 4 | Danske Bank | Swedbank | SEB | DNB Markets |
| 5 | - | SEB | Pareto Securities | SEB |
| Tier 1 | | | | |
| 1 | - | ABGSC | DNB Markets | Swedbank |
| 2 | - | Carnegie | ABGSC | ABGSC |
| 3 | - | DNB Markets | Carnegie | DNB Markets |
| 4 | - | Swedbank | SEB | Carnegie |
| 5 | - | SEB | Pareto Securities | SEB |

Summary Prospera Top Lists 2014

| All | ECM Advisors | Emerging Markets Foreign Exchange | External Asset Mgmt Nordic Suppliers | Foreign Exchange |
|--------|------------------------|--------------------------------------|---|---------------------|
| 1 | ABGSC | Nordea | Nordea | Nordea, Danske Bank |
| 2 | DNB, Pareto Securities | SEB | DNB | - |
| 3 | - | - | Storebrand/Delphi | DNB Markets |
| 4 | Arctic Securities | - | Holberg Fondene | SEB |
| 5 | SEB | - | KLP | - |
| Tier 1 | | | | |
| 1 | - | - | - | Danske Bank |
| 2 | - | - | - | Nordea |
| 3 | - | - | - | Barclays |
| 4 | - | - | - | SEB |
| 5 | - | - | - | DNB Markets |

Summary Prospera Top Lists 2014

| All | Fund Distributors & Selectors Norway | Government Securities | High Yield Credit Products | Institutional Banking |
|--------|--------------------------------------|-----------------------|----------------------------|-----------------------|
| 1 | Danske Invest | DNB Markets | Swedbank | DNB |
| 2 | SKAGEN Fondene | Nordea | Nordea | Swedbank |
| 3 | Nordea Fondene | Danske Bank | DNB Markets | Nordea |
| 4 | ODIN Fondene | SEB | SEB | Danske Bank |
| 5 | DNB | - | Danske Bank | SEB |
| Tier 1 | | | | |
| 1 | - | - | - | Swedbank |
| 2 | - | - | - | Nordea |
| 3 | - | - | - | DNB |
| 4 | - | - | - | Danske Bank |
| 5 | - | - | - | SEB |

Summary Prospera Top Lists 2014

| All | Interest Rate Swaps | Investment Grade Credit Products | Loan Agency/ Loan Operations | M&A Advisors |
|--------|---------------------|----------------------------------|---------------------------------|-------------------|
| 1 | Nordea | Nordea | Danske Bank, Nordea | ABGSC |
| 2 | Danske Bank | DNB Markets | - | Arctic Securities |
| 3 | DNB Markets | Swedbank | DNB | Pareto Securities |
| 4 | SEB | Danske Bank | SEB | Carnegie |
| 5 | Swedbank | SEB | - | Danske Bank |
| Tier 1 | | | | |
| 1 | Nordea | DNB Markets | - | - |
| 2 | Danske Bank | Nordea | - | - |
| 3 | SEB | Danske Bank, Swedbank | - | - |
| 4 | DNB Markets | - | - | - |
| 5 | Swedbank | SEB | - | - |

Summary Prospera Top Lists 2014

| All | Multi-Bank Lending Facilities/Syndicated Loans | Trade Finance |
|--------|---|---------------|
| 1 | DNB | Danske Bank |
| 2 | Nordea | DNB |
| 3 | Danske Bank | Nordea |
| 4 | SEB | SEB |
| 5 | Handelsbanken | - |
| Tier 1 | | |
| 1 | Nordea | Danske Bank |
| 2 | DNB | DNB |
| 3 | Handelsbanken | SEB |
| 4 | Danske Bank | Nordea |
| 5 | SEB | - |