



## Summary Large Corporates & Institutions

Norway 2016



# Designs

		Norway
<b>Number of Surveys</b>		20
<b>Number of Interviews</b>	All	1190
	Tier 1 (largest clients)	270
<b>Total Points Calculation</b>	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
<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	

# Total Points

All									
Rank 2016	Rank 2015	Points 2016		Number of Rank 1	Number of Rank 2	Number of Rank 3	Number of Rank 4	Number of Rank 5	
1	1	847	DNB	12	2	2	1	1	
2	2	660	Nordea	4	5	4	4	0	
3	4	407	SEB	1	2	5	4	1	
4	3	319	Danske Bank	1	1	3	4	3	
5	6	297	Swedbank	0	3	1	3	6	
6	5	264	ABG Sundal Collier	2	2	2	0	0	
7	*10	99	Carnegie	0	0	3	0	0	
8	*8	88	Pareto	0	1	1	0	1	
9	*8	77	Alfred Berg	0	1	1	0	0	
10	7	66	Arctic	0	1	0	1	0	

# Total Points

Tier 1									
Rank		Points		Number of	Number of	Number of	Number of	Number of	
2016	2015	2016		Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	
1	1	550	DNB	6	4	1	0	1	
2	2	418	Nordea	2	1	6	3	0	
3	3	308	Danske Bank	3	2	0	2	1	
4	4	286	SEB	0	2	4	3	0	
5	*5	165	Swedbank	1	1	1	0	3	
6	*5	99	ABG Sundal Collier	0	2	0	0	1	
7	*7	33	Carnegie	0	0	1	0	0	
8	*7	22	Handelsbanken	0	0	0	0	2	
9	10	11	J.P. Morgan	0	0	0	0	1	

# Surveys

Survey	Market	No of Interviews		Time Period
		All	Tier 1	
Corporate Banking	Norway	67	35	September 16 - November 1, 2016
Institutional Banking	Norway	53	24	October 31 - December 5, 2016
M&A Advisors	Norway	168	-	Jun 24 - Nov 2, 2016 & Feb 3 - Oct 15, 2015
ECM Advisors	Norway	159	-	Jun 24 - Nov 2, 2016 & Feb 3 - Oct 15, 2015
Syndicated Loans	Norway	41	18	September 13 - November 23, 2016
Loan Agency & Loan Operations	Norway	57	17	September 13 - November 23, 2016
DCM IG Issuers	Norway	47	-	March 29 - May 18, 2016
Investment Grade Credit Products	Norway	44	22	February 8 - March 21, 2016
Government Securities	Norway	29	-	February 8 - March 21, 2016
Interest Rate Swaps	Norway	26	15	February 8 - March 17, 2016

# Surveys

Survey	Market	No of Interviews		Time Period
		All	Tier 1	
Foreign Exchange	Norway	40	20	March 31 - May 24, 2016
Domestic Equity Research & Advisory	Norway	51	22	October 19 - December 9, 2016
Domestic Equity Execution	Norway	51	22	October 19 - December 9, 2016
Domestic Equity Corporate Access	Norway	51	22	October 19 - December 9, 2016
Back Office Equity	Norway	30	-	August 15 - September 15, 2016
Back Office FI, FX & Derivatives	Norway	35	-	May 25 - June 20, 2016
External Asset Management	Norway	74	-	April 22 - June 9, 2016
Fund Distributors & Selectors	Norway	45	-	May 20 - July 5, 2016
Cash Management	Norway	48	27	December 9, 2015 - February 1, 2016
Trade Finance	Norway	74	26	December 11, 2015 - January 27, 2016

# Top 5 Overall Performance

All Rank	Corporate Banking	Institutional Banking	M&A Advisors
1	DNB	Nordea	ABG Sundal Collier
2	SEB	Swedbank	Pareto
3	Danske Bank	SEB	DNB
4	Nordea	Danske Bank	Arctic
5	Swedbank	DNB	Swedbank

Tier 1 Rank	Corporate Banking	Institutional Banking	M&A Advisors
1	Danske Bank	Swedbank	-
2	SEB	SEB	-
3	DNB	Nordea	-
4	Nordea	Danske Bank	-
5	Handelsbanken	DNB	-

# Top 5 Overall Performance

All Rank	ECM Advisors	Syndicated Loans	Loan Agency & Loan Operations
1	ABG Sundal Collier	DNB, SEB	DNB
2	Arctic	-	Nordea
3	Carnegie	Nordea	SEB
4	Swedbank	Danske Bank	Swedbank
5	Pareto	Swedbank	Danske Bank

Tier 1 Rank			
1	-	DNB	Nordea
2	-	Danske Bank	DNB
3	-	Nordea, SEB	-
4	-	-	-
5	-	Handelsbanken	-



# Top 5 Overall Performance

All Rank	DCM IG Issuers	Investment Grade Credit Products	Government Securities
1	DNB	DNB	DNB
2	SEB	Nordea	Nordea
3	Nordea	Swedbank	SEB
4	Swedbank	SEB	Danske Bank
5	Danske Bank	Danske Bank	-

Tier 1 Rank			
1	-	DNB	-
2	-	Nordea	-
3	-	Swedbank	-
4	-	SEB	-
5	-	Danske Bank	-

# Top 5 Overall Performance

All	Interest Rate Swaps	Foreign Exchange
Rank		
1	DNB	Nordea
2	Nordea	DNB
3	Danske Bank	SEB
4	SEB	Danske Bank
5	Swedbank	-

Tier 1		
Rank		
1	Danske Bank	Nordea
2	DNB	DNB
3	Nordea	SEB
4	SEB	Danske Bank
5	Swedbank	J.P. Morgan

# Top 5 Overall Performance

All Rank	Domestic Equity Research & Advisory	Domestic Equity Execution	Domestic Equity Corporate Access
1	DNB	DNB	DNB
2	ABG Sundal Collier	ABG Sundal Collier	Swedbank
3	Carnegie	Nordea	ABG Sundal Collier
4	Nordea	SEB	Nordea
5	Swedbank	Swedbank	SEB

Tier 1 Rank	Domestic Equity Research & Advisory	Domestic Equity Execution	Domestic Equity Corporate Access
1	DNB	DNB	DNB
2	ABG Sundal Collier	ABG Sundal Collier	Swedbank
3	Carnegie	Nordea	Nordea, SEB
4	Nordea	SEB	-
5	Swedbank	Swedbank	ABG Sundal Collier

# Top 5 Overall Performance

All	Back Office Equity	Back Office FI, FX & Derivatives	External Asset Management
Rank			
1	DNB	Nordea	Nordea
2	Fondsfinans	Swedbank	Alfred Berg
3	ABG Sundal Collier, Carnegie, Pareto	DNB	Danske Bank
4	-	Handelsbanken, SEB	DNB
5	-	-	Storebrand/Delphi

Tier 1			
Rank			
1	-	-	-
2	-	-	-
3	-	-	-
4	-	-	-
5	-	-	-

# Top 5 Overall Performance

All	Fund Distributors & Selectors	Cash Management	Trade Finance
Rank			
1	ODIN Fondene	DNB	Danske Bank
2	Nordea	Danske Bank	DNB
3	Alfred Berg	Nordea	SEB
4	Goldman Sachs, Schroders	-	Nordea
5	-	-	-

Tier 1			
Rank			
1	-	DNB	Danske Bank
2	-	Danske Bank	DNB
3	-	Nordea	SEB
4	-	-	Nordea
5	-	-	-

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