

Survey Design

All Interviewees	28 organisations active who are active when it comes to acquisition finance
Tier 1	20 organisations with a loan volume of at least EUR 185 million
Interviewees	Partners
Response Rate	78 per cent
Method	Telephone interviews by TNS SIFO Prospera's interviewers
Time Period	September 8th 2010 till November 2nd 2010

Evaluated Banks

7 Nordic

Danske Bank
DnB NOR
Handelsbanken
Nordea
Pohjola
SEB
Swedbank

10 International

BNP Paribas
Calyon
Citigroup
Commerzbank
Deutsche Bank
Goldman Sachs
HSBC
JP Morgan Chase
Royal Bank of Scotland
Société Générale

Overall Quality Top 5

	Rank	Mean Value	Bank	Rank Market Penetration
All Interviewees	1	3,92	Nordea	1
	2	3,86	SEB	2
	3	3,63	DnB NOR	*4
	4	3,48	Swedbank	6
	5	3,42	Handelsbanken	*4
Tier 1	1	3,90	Nordea	1
	2	3,81	SEB	2
	3	3,62	DnB NOR	4
	4	3,50	Handelsbanken	*5
	5	3,46	Danske Bank	3