

Survey Design

		Nordic	Sweden
Interviews	Number of organisations interviewed	30	13
	Number of organisations classified as: Tier 1	21	-
Response Rate	%	88	81
Interviewees	CFO & Treasurer		
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

18 International

Aareal
BNP Paribas
Calyon
Citigroup
Commerzbank
Deutsche Bank
DG HYP
Eurohypo
Goldman Sachs
Helaba
HSBC
HSH Nordbank
Hypo Real Estate
JP Morgan Chase
Raiffeisenlandesbank
Royal Bank of Scotland
Société Générale
WestImmo

Overall Performance Top 5 - Nordic

	Rank	Mean Value	Bank	Rank Market Penetration
All Interviewees	1	4,00	Nordea	1
	*2	3,74	SEB	2
	*2	3,74	Danske Bank	5
	4	3,68	Handelsbanken	3
	5	3,25	Swedbank	4
Tier 1	1	4,01	Nordea	1
	2	3,88	Danske Bank	5
	3	3,83	SEB	*2
	4	3,69	Handelsbanken	*2
	5	3,24	Swedbank	4

Overall Performance Top 5 - Sweden

All Interviewees	Rank	Mean Value	Bank	Rank Market Penetration
	1	3,79	Nordea	3
	2	3,71	SEB	*1
	3	3,66	Handelsbanken	*1
	4	3,51	Swedbank	4
	5	3,44	Danske Bank	5