

## Survey Design Prospera Top Lists 2010

		Nordic	Denmark	Finland	Norway	Sweden
<b>Benchmark</b>	Number of Surveys*	52	13	10	12	14
	Number of Interviewed Organisations*	2557	517	475	519	862
	Number of Interview Tier 1 Organisations*	1061	201	213	224	356
<b>Response Rate</b>	Average Response Rate, %	83	81	83	83	85
<b>Top List Points</b>	For each survey, TNS SIFO Prospera has allotted the top ranked supplier/suppliers 55 points, the second ranked 44 points, the third ranked 33 points, the fourth ranked 22 points and the fifth ranked 11 points. Each suppliers points are summed. In case the rank is tied the suppliers are placed in alphabetical order.					
<b>Interviewees</b>	CFO, CEO, Group Treasurer, Assistant Treasurer, Finance Director, Finance Manager, Head of Bank Relations, Cash Manager, Head of Trade Finance, Partners, Head of Back Office, Traders, Dealers, Portfolio Managers & Buy-Side Analysts					
<b>Method</b>	Telephone interviews by TNS SIFO Prospera's interviewers					

\* Some surveys are only conducted on a Nordic level. These surveys are accounted for on a Nordic level and not on the individual Nordic markets.

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<b>Surveys</b>	<b>All Organisations #</b>	<b>Tier 1 #</b>	<b>Time Period</b>
Acquisition Finance Nordic	28	20	8/9 - 2/11, 2010
Back Office Domestic Equity Denmark	26	-	15/12, 2010 - 27/1, 2011
Back Office Domestic Equity Finland	25	14	10/12, 2010 - 26/1, 2011
Back Office Domestic Equity Norway	39	13	30/11, 2010 - 17/1, 2011
Back Office Domestic Equity Sweden	44	19	24/11, 2010 - 11/1, 2011
Cash Management Denmark	53	22	29/3 - 4/5, 2010
Cash Management Finland	74	33	22/3 - 30/4, 2010
Cash Management Norway	53	24	9/3 - 23/4, 2010
Cash Management Sweden	100	42	10/2 - 19/3, 2010
Corporate Banking Denmark	51	25	18/11, 2009 - 20/1, 2010
Corporate Banking Finland	69	30	22/11 - 28/12, 2010
Corporate Banking Norway	42	20	15/11 - 28.12 2010
Corporate Banking Sweden	96	45	26/11 - 28/12, 2010
Corporate Syndicated Loans Denmark	14	8	8/9 - 2/11, 2010
Corporate Syndicated Loans Finland	39	19	8/9 - 2/11, 2010
Corporate Syndicated Loans Norway	40	21	8/9 - 2/11, 2010
Corporate Syndicated Loans Shipping Norway	15	-	8/9 - 2/11, 2010
Corporate Syndicated Loans Sweden	51	22	8/9 - 2/11, 2010
Cross Nordic Equity	78	27	10/5 - 7/6, 2010
Debt Capital Markets Investor Denmark	14	-	30/8 - 16/9, 2010
Debt Capital Markets Investor Finland	33	17	4/6 - 18/6, 2010
Debt Capital Markets Investor Norway	39	19	22/2 - 19/4, 2010
Debt Capital Markets Investor Sweden	26	16	15/12 , 2009 - 11/2, 2010
Debt Capital Markets Issuer Sweden	38	21	18/12, 2009 - 22/2, 2010

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<b>Surveys</b>	<b>All Organisations #</b>	<b>Tier 1 #</b>	<b>Time Period</b>
Domestic Equity Denmark	47	16	8/11 - 7/12, 2010
Domestic Equity Finland	40	20	16/11 13/12, 2010
Domestic Equity Norway	52	20	27/10 - 26/11, 2010
Domestic Equity Sweden	65	25	12/10 - 19/11, 2010
e-FX Sweden	50	21	14/4 - 3/6, 2010
Fixed Income Sweden	52	25	2/2 - 8/3, 2010
Foreign Exchange Denmark	73	23	25/8 - 4/10, 2010
Foreign Exchange Finland	71	18	9/9 - 20/10, 2010
Foreign Exchange Norway	62	20	18/8 - 20/9, 2010
Foreign Exchange Sweden	62	22	14/4 - 27/5, 2010
Foreign Fixed Income Securities Denmark	33	18	8/4 - 10/6, 2010
Government Securities Denmark	56	17	8/4 - 10/6, 2010
Government Securities Finland	29	16	4/6 - 18/6, 2010
Government Securities Norway	26	16	22/2 - 19/4, 2010
Interest Related Derivatives Denmark	35	22	8/4 - 11/6, 2010
Interest Related Derivatives Norway	39	19	22/2 - 22/4, 2010
Interest Related Derivatives Sweden	49	22	8/2 - 15/3, 2010
Loan Agency/Loan Operations Denmark	23	13	8/9 - 2/11, 2010
Loan Agency/Loan Operations Finland	53	28	8/9 - 2/11, 2010
Loan Agency/Loan Operations Norway	54	27	8/9 - 2/11, 2010
Loan Agency/Loan Operations Sweden	80	36	8/9 - 2/11, 2010
Mortgage Bonds Denmark	56	21	8/4 - 10/6, 2010
Pan European Equity	78	20	10/5 - 7/6, 2010

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<b>Surveys</b>	<b>All Organisations #</b>	<b>Tier 1 #</b>	<b>Time Period</b>
Real Estate Financing Sweden	13	-	8/9 - 2/11, 2010
Trade Finance Denmark	36	16	29/3 - 11/5, 2010
Trade Finance Finland	42	18	22/3 - 7/5, 2010
Trade Finance Norway	58	25	18/3 - 29/4, 2010
Trade Finance Sweden	136	40	18/2 - 30/3, 2010

## Summary Prospera Top lists 2010 - Nordic Region

### All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	2068	Nordea	21	13	8	3	1
*2	1749	Danske Bank	12	11	11	10	2
*2	1749	SEB	14	12	10	5	1
4	649	Handelsbanken	1	5	5	5	9
5	539	DnB NOR	5	4	2	1	0
6	308	Barclays	4	2	0	0	0
7	297	Swedbank	1	2	1	3	5
8	242	Pohjola	0	2	2	3	2
9	220	Carnegie	1	2	1	1	2
10	143	ABG Sundal Collier	1	1	0	2	0

### Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	1628	Nordea	18	7	7	3	3
2	1430	SEB	12	7	8	7	4
3	1364	Danske Bank	8	9	11	6	3
4	506	Handelsbanken	1	2	5	5	8
5	462	DnB NOR	4	3	2	2	0
*6	264	Pohjola	1	2	2	1	3
*6	264	Swedbank	0	2	4	1	2
8	220	Barclays	4	0	0	0	0
*9	209	Carnegie	0	4	1	0	0
*9	209	Deutsche Bank	2	1	1	1	0

## Summary Prospera Top Lists 2010 - Denmark

### All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	605	Nordea	8	3	1	0	0
2	572	Danske Bank	5	6	1	0	0
3	231	SEB	0	0	4	4	1
4	154	Barclays	2	1	0	0	0
*5	132	Jyske Bank	0	0	4	0	0
*5	132	Nykredit	0	0	2	2	2
*7	77	Handelsbanken	0	1	1	0	0
*7	77	Sydbank	1	0	0	1	0
9	55	Morgan Stanley	1	0	0	0	0
10	44	ABG Sundal Collier	0	1	0	0	0

### Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	407	Nordea	6	1	1	0	0
2	374	Danske Bank	3	4	1	0	0
3	143	SEB	0	0	3	1	2
4	110	Jyske Bank	0	0	2	2	0
5	66	Nykredit	0	0	0	2	2
6	55	Barclays	1	0	0	0	0
7	44	Carnegie	0	1	0	0	0
8	33	Handelsbanken	0	0	1	0	0
9	22	Deutsche Bank	0	0	0	1	0

## Summary Prospera Top Lists 2010 - Finland

### All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	407	Nordea	4	2	3	0	0
*2	363	Danske Bank	1	3	4	2	0
*2	363	SEB	3	3	2	0	0
4	242	Pohjola	0	2	2	3	2
*5	110	Barclays	2	0	0	0	0
*5	110	Handelsbanken	0	1	0	2	2
7	66	Carnegie	1	0	0	0	1
*8	44	RBS	0	0	1	0	1
*8	44	UBS	0	0	1	0	1
*10	22	Deutsche Bank	0	0	0	0	2
*10	22	Öhman	0	0	0	1	0

### Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
*1	352	Nordea	4	2	0	1	2
*1	352	SEB	4	2	0	2	0
3	330	Danske Bank	1	2	4	2	1
4	264	Pohjola	1	2	2	1	3
*5	110	Barclays	2	0	0	0	0
*5	110	Handelsbanken	0	1	1	0	3
7	66	UBS	0	0	2	0	0
*8	44	Carnegie	0	1	0	0	0
*8	44	Deutsche Bank	0	1	0	0	0
*10	33	Citigroup	0	0	1	0	0
*10	33	RBS	0	0	1	0	0
*10	33	Swedbank	0	0	1	0	0

## Summary Prospera Top Lists 2010 - Norway

### All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	506	DnB NOR	5	4	1	1	0
2	451	Nordea	4	4	1	1	0
3	429	SEB	4	2	3	1	0
4	308	Danske Bank	1	0	5	4	0
5	99	Swedbank	0	2	0	0	1
6	77	Arctic Securities	1	0	0	1	0
*7	55	ABG Sundal Collier	1	0	0	0	0
*7	55	Fondsfinans	1	0	0	0	0
9	44	Carnegie	0	1	0	0	0
10	33	Handelsbanken	0	0	0	0	3

### Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	429	DnB NOR	4	3	1	2	0
2	418	Nordea	5	1	3	0	0
3	374	SEB	3	1	3	3	0
4	308	Danske Bank	1	1	5	2	0
*5	99	Arctic Securities	1	1	0	0	0
*5	99	Swedbank	0	2	0	0	1
*7	44	Carnegie	0	1	0	0	0
*7	44	Fearnley	0	1	0	0	0
*7	44	Handelsbanken	0	0	0	0	4
10	33	ABG Sundal Collier	0	0	1	0	0



## Summary Prospera Top Lists 2010 - Sweden

### All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	638	SEB	7	5	1	0	0
2	550	Nordea	4	4	3	2	1
3	484	Danske Bank	5	2	1	3	2
4	363	Handelsbanken	0	3	4	3	3
5	176	Swedbank	1	0	1	2	4
6	88	Citigroup	0	2	0	0	0
*7	55	Erik Penser	1	0	0	0	0
*7	55	Öhman	0	1	0	0	1
*9	44	Barclays	0	1	0	0	0
*9	44	Carnegie	0	1	0	0	0

### Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	473	SEB	5	2	2	1	2
2	396	Nordea	2	3	3	2	1
3	341	Danske Bank	3	2	1	2	1
4	242	Handelsbanken	0	1	3	4	1
5	132	Swedbank	0	0	3	1	1
6	88	Citigroup	1	0	1	0	0
*7	55	Barclays	1	0	0	0	0
*7	55	Deutsche Bank	1	0	0	0	0
*7	55	Erik Penser	1	0	0	0	0
*7	55	Öhman	0	1	0	0	1