

Survey Design Prospera Top Lists 2011

		Nordics	Denmark	Finland	Norway	Sweden
Benchmark	Number of Surveys*	62	15	14	14	15
# Interviewed	All*	3 622	730	645	886	1 138
	Tier 1*	1 559	315	306	391	480
Response Rate	Average Response Rate, %	80	78	80	81	83
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, 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					

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

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Survey	All Organisations #	Tier 1 #	Time Period
Acquisition Finance Nordic	29	18	October 18 th - November 25 th , 2011
Back Office Domestic Equity Denmark	19	11	November 5 th - December 9 th , 2011
Back Office Domestic Equity Finland	23	13	November 7 th - November 21 st , 2011
Back Office Domestic Equity Norway	33	17	October 25 th - November 11 th , 2011
Back Office Domestic Equity Sweden	43	17	October 11 th - November 7 th , 2011
Back Office FI/FX/Swap Denmark	51	20	May 17 th - June 17 th , 2011
Back Office FI/FX/Swap Finland	52	19	May 24 th - June 27 th , 2011
Back Office FI/FX/Swap Norway	62	23	May 16 th - June 9 th , 2011
Back Office FI/FX/Swap Sweden	86	30	May 3 rd - May 27 th , 2011
Cash Management Denmark	58	25	March 7 th - April 8 th , 2011
Cash Management Finland	73	34	February 14 th - March 21 st , 2011
Cash Management Norway	52	25	February 19 th - March 29 th , 2011
Cash Management Sweden	94	45	February 7 th - March 11 th , 2011
Corporate Banking Denmark	45	21	November 24 th , 2011 - January 20 th , 2012
Corporate Banking Finland	66	25	December 7 th , 2011 - January 20 th , 2012
Corporate Banking Norway	46	21	December 6 th , 2011 - January 13 th , 2012
Corporate Banking Sweden	84	39	November 24 th - December 20 th , 2011
Corporate Finance Denmark	87	42	June 27 th - October 21 st , 2011
Corporate Finance Finland	73	33	June 27 th - October 21 st , 2011
Corporate Finance Norway	186	81	June 27 th - October 21 st , 2011
Corporate Finance Sweden	159	72	June 27 th - October 21 st , 2011
Corporate Syndicated Loans Denmark	17	-	October 6 th - November 25 th , 2011
Corporate Syndicated Loans Finland	35	23	October 6 th - November 25 th , 2011
Corporate Syndicated Loans Norway	48	28	October 6 th - November 25 th , 2011
Corporate Syndicated Loans Sweden	52	26	October 6 th - November 25 th , 2011

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Survey	All Organisations #	Tier 1 #	Time Period
Custody Fund Managers	85	-	September 12 th - September 30 th , 2011
Debt Capital Markets Investors Finland	30	19	March 16 th - May 16 th , 2011
Debt Capital Markets Investors Norway	37	19	February 16 th - March 23 rd , 2011
Debt Capital Markets Investors Sweden	24	15	January 10 th - January 27 th , 2011
Debt Capital Markets Issuers Sweden	45	20	December 29 th 2010 - February 18 th 2011
Domestic Equity Denmark	46	18	October 21 st - November 11 th , 2011
Domestic Equity Finland	35	18	November 9 th - November 22 nd , 2011
Domestic Equity Norway	49	18	November 1 st - November 25 th , 2011
Domestic Equity Sweden	74	23	October 10 th - November 1 st , 2011
Cross Nordic Equity	61	28	June 16 th - August 23 rd , 2011
Pan-European Equity	48	21	June 16 th - August 23 rd , 2011
External Asset Management Denmark	51	24	July 1 st - September 20 th , 2011
External Asset Management Finland	51	19	June 1 st - September 23 rd , 2011
External Asset Management Norway	115	28	May 26 th - September 5 th , 2011
External Asset Management Sweden	163	59	April 13 th - June 23 rd , 2011
Fixed Income Sweden	51	23	January 27 th - March 8 th , 2011
Fixed Income Foreign Securities Denmark	36	21	March 4 th - April 13 th , 2011
Government Securities Denmark	44	22	March 4 th - April 13 th , 2011
Government Securities Finland	27	17	March 16 th - May 16 th 2011
Government Securities Norway	27	16	February 16 th - March 23 rd , 2011
Mortgage Bonds Denmark	55	24	March 4 th - April 13 th , 2011
Foreign Exchange Denmark	78	24	April 18 th - June 14 th , 2011
Foreign Exchange Finland	63	17	April 27 th - June 28 th , 2011
Foreign Exchange Norway	60	21	April 27 th - June 1 st , 2011
Foreign Exchange Sweden	64	22	April 12 th - May 24 th , 2011

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Surveys

All Organisations # Tier 1 # Time Period

Interest Rate Derivatives Denmark	36	20	March 2 nd - April 15 th , 2011
Interest Rate Derivatives Finland	21	14	March 18 th - May 13 th , 2011
Interest Rate Derivatives Norway	39	22	February 18 th - March 24 th , 2011
Interest Rate Derivatives Sweden	41	20	January 27 th - March 8 th , 2011
Loan Agency/Loan Operations Denmark	17	-	October 6 th - November 25 th , 2011
Loan Agency/Loan Operations Finland	35	23	October 6 th - November 25 th , 2011
Loan Agency/Loan Operations Norway	48	28	October 6 th - November 25 th , 2011
Loan Agency/Loan Operations Sweden	52	26	October 6 th - November 25 th , 2011
Trade Finance Denmark	90	43	March 2 nd - May 3 rd , 2011
Trade Finance Finland	61	32	February 18 th - April 19 th , 2011
Trade Finance Norway	84	44	March 1 st - May 2 nd , 2011
Trade Finance Sweden	106	43	February 7 th - April 7 th , 2011

Summary Prospera Top Lists 2011 Nordics

All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	2057	SEB	18	9	15	6	4
2	2046	Nordea	14	16	12	7	2
3	1606	Danske Bank	9	15	8	5	7
4	902	Handelsbanken	3	7	3	8	14
5	726	DNB	8	5	0	1	4
6	429	Carnegie	3	1	5	2	1
7	385	Swedbank	1	2	1	8	3
8	297	Pohjola	1	2	1	5	1
9	198	Deutsche Bank	1	1	2	0	3
10	176	ABG Sundal Collier	1	1	1	2	0

Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	1804	SEB	15	11	11	4	4
2	1716	Nordea	14	13	5	8	3
3	1320	Danske Bank	8	12	5	6	5
4	682	Handelsbanken	1	2	6	10	11
5	616	DNB	8	1	2	3	0
6	374	Swedbank	1	1	6	1	5
7	341	Carnegie	1	4	1	2	3
8	286	Deutsche Bank	2	0	4	2	0
9	264	Barclays	4	0	1	0	1
10	231	Pohjola	1	1	1	4	1

Summary Prospera Top Lists 2011 **Denmark**

All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	682	Nordea	7	3	5	0	0
2	649	Danske Bank	5	8	0	1	0
3	352	SEB	1	1	6	2	1
4	165	Nykredit	1	1	0	3	0
5	154	Jyske Bank	2	0	0	1	2
6	99	Carnegie	1	0	1	0	1
*7	44	Deutsche Bank	0	0	1	0	1
*7	44	Sydbank	0	0	0	2	0
*9	33	Goldman Sachs	0	0	1	0	0
*9	33	Handelsbanken	0	0	0	0	3

Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	462	Danske Bank	4	5	0	1	0
2	451	Nordea	5	3	1	0	1
3	275	SEB	2	0	4	1	1
4	99	Nykredit	0	0	1	3	0
5	88	Carnegie	1	0	1	0	0
6	55	Jyske Bank	0	0	0	1	3
*7	33	Barclays	0	0	1	0	0
*7	33	Deutsche Bank	0	0	1	0	0
*7	33	Handelsbanken	0	0	0	1	1

Summary Prospera Top Lists 2011 Finland

All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	506	SEB	4	4	3	0	1
2	440	Nordea	5	2	1	2	0
3	385	Danske Bank	0	5	4	1	1
4	297	Pohjola	1	2	1	5	1
5	209	Handelsbanken	2	0	0	1	7
6	99	Barclays	1	1	0	0	0
7	88	HSBC	1	0	1	0	0
*8	66	Carnegie	0	1	0	1	0
*8	66	Deutsche Bank	0	1	0	0	2
*8	66	Morgan Stanley	0	1	0	1	0

Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
*1	396	Nordea	5	0	2	2	1
*1	396	SEB	1	6	2	0	1
3	341	Danske Bank	2	2	3	2	0
4	231	Pohjola	1	1	1	4	1
5	154	Handelsbanken	1	0	0	1	7
6	110	Barclays	2	0	0	0	0
*7	88	Carnegie	0	2	0	0	0
*7	88	Deutsche Bank	0	0	2	1	0
*9	66	HSBC	0	1	0	1	0
*9	66	Morgan Stanley	0	1	0	1	0

Summary Prospera Top Lists 2011 **Norway**

All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	583	DNB	8	3	0	0	1
2	418	SEB	3	2	3	2	2
3	407	Nordea	1	4	4	2	0
4	286	Danske Bank	1	1	3	2	4
5	110	Carnegie	1	0	1	1	0
*6	99	ABG Sundal Collier	1	1	0	0	0
*6	99	Arctic Securities	0	1	1	1	0
*6	99	Swedbank First Sec.	0	1	0	2	1
9	77	Handelsbanken	0	0	0	2	3
10	44	KLP	0	1	0	0	0

Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	517	DNB	8	1	1	0	0
2	440	SEB	3	2	4	2	1
3	374	Nordea	2	4	1	2	1
4	242	Danske Bank	0	2	2	3	2
5	132	Swedbank First Sec.	0	1	2	0	2
6	99	Handelsbanken	0	0	0	4	1
*7	88	ABG Sundal Collier	0	2	0	0	0
*7	88	Arctic Securities	1	0	0	1	1
*7	88	Carnegie	0	1	0	2	0
10	55	Barclays	1	0	0	0	0

Summary Prospera Top Lists 2011 **Sweden**

All Organisations

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	660	SEB	9	1	3	1	0
2	495	Handelsbanken	1	6	2	5	0
3	462	Nordea	0	7	2	3	2
4	275	Danske Bank	3	1	1	1	1
5	253	Swedbank	1	1	0	6	2
6	121	Carnegie	1	0	2	0	0
7	66	DNB	0	1	0	0	2
*8	55	ABG Sundal Collier	0	0	1	1	0
*8	55	Brummer & Partners	1	0	0	0	0
10	44	Citigroup	0	0	1	0	1

Tier 1

Rank	Points	Bank	# 1	# 2	# 3	# 4	# 5
1	583	SEB	7	3	1	1	1
2	451	Nordea	2	5	1	4	0
3	330	Handelsbanken	0	1	6	3	2
4	264	Danske Bank	2	3	0	0	2
5	209	Swedbank	1	0	3	1	3
6	110	HSBC	1	0	1	1	0
7	99	ABG Sundal Collier	0	1	1	1	0
8	88	Deutsche Bank	1	0	1	0	0
*9	66	Barclays	1	0	0	0	1
*9	66	Carnegie	0	1	0	0	2