

Large Corporates & Institutions Surveys 2012



Survey Design Prospera Top Lists 2012

		Nordics	Denmark	Finland	Norway	Sweden
Benchmark	Number of Surveys*	67	16	15	15	18
# Interviewed	All*	3 415	721	612	817	1 126
	Tier 1*	1 485	297	288	352	476
Response Rate	Average, %	78	76	77	78	82
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, CIO, 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 #	Tier 1 #	Time period
Acquisition Finance Nordics	33	21	October 1 - November 19, 2012
Back Office Equity Denmark	23		- November 8 - December 3, 2012
Back Office Equity Finland	29	20	November 9 - November 29, 2012
Back Office Equity Norway	33	18	October 26 - November 26, 2012
Back Office Equity Sweden	46	18	October 12 - November 12, 2012
Back Office FI, FX & Derivatives Denmark	42	20	May 25 - June 21, 2012
Back Office FI, FX & Derivatives Finland	42	23	May 29 - June 25, 2012
Back Office FI, FX & Derivatives Norway	41	21	May 25 - June 11, 2012
Back Office FI, FX & Derivatives Sweden	49	26	May 8 - June 5, 2012
Cash Management Denmark	55	24	January 27 - March 13, 2012
Cash Management Finland	71	35	January 26 - March 1, 2012
Cash Management Norway	50	26	January 17 - February 17, 2012
Cash Management Sweden	84	45	January 3 - February 3, 2012
Commercial Real Estate Denmark	14		- April 11 - April 25, 2012
Commercial Real Estate Finland	21		- March 29 - April 24, 2012
Commercial Real Estate Norway	33		- March 28 - April 24, 2012
Commercial Real Estate Sweden	57		- March 29 - April 24, 2012
Corporate Banking Denmark	59	26	November 15, 2012 - January 14, 2013
Corporate Banking Finland	60	25	November 7 - December 17, 2012
Corporate Banking Norway	56	25	November 6 - December 17, 2012
Corporate Banking Sweden	87	41	October 25 - December 4, 2012

Survey Design Prospera Top Lists 2012

Survey	All #	Tier 1 #	Time period
Corporate Syndicated Loans Denmark	15	-	October 1 - November 2, 2012
Corporate Syndicated Loans Finland	38	17	September 28 - November 8, 2012
Corporate Syndicated Loans Norway	70	30	September 26 - November 8, 2012
Corporate Syndicated Loans Sweden	60	28	September 21 - November 6, 2012
DCM Investors Finland	25	14	April 2 - April 23, 2012
DCM Investors Norway	38	19	January 30 - February 21, 2012
DCM Investors Sweden	30	18	November 24 - December 16, 2011
DCM Issuers Sweden	54	19	February 27 - March 20, 2012
Domestic Equity Denmark	51	20	October 18 - November 15, 2012
Domestic Equity Finland	46	19	October 25 - November 19, 2012
Domestic Equity Norway	72	20	October 19 - November 13, 2012
Domestic Equity Sweden	101	52	October 8 - October 31, 2012
Equity Derivatives Sweden	42	21	February 15 - May 10, 2012
EUR Fixed Income Denmark	32	19	March 13 - March 27, 2012
European Equity Nordics	43	19	June 13 - August 31, 2012
External Asset Management Institutions Denmark	61	41	June 12 - September 11, 2012
External Asset Management Institutions Finland	53	30	June 4 - September 4, 2012
External Asset Management Institutions Norway	77	37	June 4 - August 28, 2012
External Asset Management Institutions Sweden	111	41	May 19 - June 25, 2012
Fixed Income Sweden	47	24	January 17 - February 10, 2012

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Survey	All #	Tier 1 #	Time period
Foreign Exchange Denmark	75	22	April 17 - May 24, 2012
Foreign Exchange Finland	52	19	April 24 - May 28, 2012
Foreign Exchange Norway	58	21	April 23 - May 21, 2012
Foreign Exchange Sweden	65	25	April 4 - May 3, 2012
Fund Distributors & Selectors Sweden	49	-	November 6 - December 3, 2012
Government Securities Denmark	40	15	March 13 - March 27, 2012
Government Securities Finland	20	-	April 2 - April 23, 2012
Government Securities Norway	24	14	January 30 - February 21, 2012
Institutional Banking Denmark	45	23	September 19 - October 24, 2012
Institutional Banking Finland	30	21	September 7 - October 12, 2012
Institutional Banking Norway	36	22	September 12 - October 12, 2012
Institutional Banking Sweden	56	32	September 11 - October 1, 2012
Interest Rate Swaps Denmark	42	23	March 13 - March 28, 2012
Interest Rate Swaps Finland	19	14	March 23 - April 26, 2012
Interest Rate Swaps Norway	38	22	January 31 - February 28, 2012
Interest Rate Swaps Sweden	39	18	January 17 - February 10, 2012
Loan Agency/Loan Operations Denmark	15	-	October 1 - November 2, 2012
Loan Agency/Loan Operations Finland	38	17	September 28 - November 8, 2012
Loan Agency/Loan Operations Norway	70	30	September 26 - November 8, 2012
Loan Agency/Loan Operations Sweden	60	28	September 21 - November 6, 2012
Mortgage Bonds Denmark	55	20	March 13 - March 27, 2012
Nordic Equity Nordics	63	32	June 13 - August 31, 2012



Survey Design Prospera Top Lists 2012

Survey	All #	Tier 1 #	Time period
Trade Finance Denmark	97	44	January 27 - March 14, 2012
Trade Finance Finland	68	34	January 24 - February 27, 2012
Trade Finance Norway	121	47	January 12 - February 24, 2012
Trade Finance Sweden	89	40	January 3 - January 27, 2012



Summary Prospera Top Lists 2012 Nordics

All

Rank	Points		#1	#2	#3	#4	#5
1	2 255	Nordea	15	22	7	7	7
2	2 035	SEB	14	12	14	10	5
3	1 881	Danske Bank	12	16	11	4	6
4	748	Handelsbanken	1	4	5	9	14
5	737	DNB	8	4	1	3	2
6	407	Swedbank	2	0	3	6	6
7	396	Pohjola	1	3	5	0	4
8	275	Deutsche Bank	3	0	2	2	0
*9	264	Barclays	4	0	1	0	1
*9	264	J.P. Morgan	1	1	4	1	1

Tier 1

Rank	Points		#1	#2	#3	#4	#5
1	1 892	Nordea	16	14	5	6	9
2	1 793	SEB	11	13	13	6	5
3	1 562	Danske Bank	11	10	9	9	2
*4	572	DNB	6	2	3	1	3
*4	572	Handelsbanken	1	4	3	5	12
6	396	Swedbank	2	0	3	7	3
7	363	Pohjola	1	3	3	2	3
8	319	Deutsche Bank	4	0	2	1	1
*9	242	Barclays	1	3	0	2	1
*9	242	J.P. Morgan	1	3	1	1	0

Summary Prospera Top Lists 2012 Denmark

All	Rank	Points	#1	#2	#3	#4	#5
	1	704	Danske Bank	7	6	1	0
2	671	Nordea	7	5	1	1	1
3	374	SEB	0	2	7	2	1
4	176	Nykredit	1	0	3	1	0
*5	88	Barclays	1	0	1	0	0
*5	88	Jyske Bank	0	0	0	3	2
*7	66	Carnegie	0	1	0	1	0
*7	66	J.P. Morgan	0	0	1	1	1
*9	55	Deutsche Bank	0	0	1	1	0
*9	55	PIMCO	1	0	0	0	0

Tier 1	Rank	Points	#1	#2	#3	#4	#5
	1	539	Danske Bank	5	4	2	1
2	506	Nordea	5	4	1	0	2
3	275	SEB	0	3	3	2	0
4	121	Nykredit	0	0	2	2	1
5	88	Jyske Bank	0	1	0	1	2
6	77	Barclays	1	0	0	1	0
*7	55	Deutsche Bank	0	0	1	1	0
*7	55	PIMCO	1	0	0	0	0
*9	44	Goldman Sachs	0	1	0	0	0
*9	44	J.P. Morgan	0	1	0	0	0



Summary Prospera Top Lists 2012 Finland

All	Rank	Points	#1	#2	#3	#4	#5
	1	528	Nordea	4	5	1	2
2	495	Danske Bank	1	6	3	3	1
3	462	SEB	4	3	1	2	3
4	396	Pohjola	1	3	5	0	4
5	231	Handelsbanken	1	0	1	4	5
6	165	Barclays	3	0	0	0	0
7	66	Morgan Stanley	0	1	0	1	0
8	55	Tapiola	1	0	0	0	0
9	44	Evli	0	1	0	0	0
*10	33	Carnegie	0	0	1	0	0
*10	33	J.P. Morgan	0	0	1	0	0
Tier 1	Rank	Points	#1	#2	#3	#4	#5
1	451	Nordea	4	4	0	2	1
2	418	SEB	3	3	1	3	2
3	363	Pohjola	1	3	3	2	3
4	352	Danske Bank	1	3	2	4	1
5	187	Handelsbanken	1	0	1	3	3
6	88	Barclays	0	2	0	0	0
*7	55	Citigroup	1	0	0	0	0
*7	55	Morgan Stanley	1	0	0	0	0
*7	55	Tapiola	1	0	0	0	0
*10	33	Carnegie	0	0	1	0	0
*10	33	Deutsche Bank	0	0	1	0	0
*10	33	Evli	0	0	1	0	0
*10	33	J.P. Morgan	0	0	1	0	0

Summary Prospera Top Lists 2012 Norway

All	Rank	Points	#1	#2	#3	#4	#5
	1	616	DNB	8	2	1	2
2	506	Nordea	2	6	2	3	0
3	451	SEB	1	4	5	2	1
4	297	Danske Bank	1	2	4	1	0
5	110	Swedbank	0	0	1	1	5
6	99	Handelsbanken	0	0	1	1	4
7	66	ABG Sundal Collier	0	1	0	1	0
*8	55	Carnegie	0	0	1	1	0
*8	55	J.P. Morgan	1	0	0	0	0
*8	55	KLP	1	0	0	0	0
*8	55	Pareto	1	0	0	0	0

Tier 1	Rank	Points	#1	#2	#3	#4	#5
	1	539	DNB	6	2	3	0
2	462	Nordea	5	2	1	2	2
3	407	SEB	1	4	4	1	2
4	286	Danske Bank	2	2	2	1	0
5	143	Swedbank	0	0	1	5	0
6	77	Carnegie	0	1	1	0	0
7	66	Barclays	0	1	0	1	0
*8	55	J.P. Morgan	1	0	0	0	0
*8	55	KLP	1	0	0	0	0
*8	55	Pareto	1	0	0	0	0

Summary Prospera Top Lists 2012 Sweden

All	Rank	Points	#1	#2	#3	#4	#5
	1	693	SEB	8	3	1	4
2	539	Nordea	2	6	3	1	4
3	385	Danske Bank	3	2	3	0	3
4	352	Handelsbanken	0	3	3	3	5
5	297	Swedbank	2	0	2	5	1
6	121	DNB	0	2	0	1	1
7	99	Citigroup	0	2	0	0	1
*8	66	Carnegie	0	1	0	1	0
*8	66	J.P. Morgan	0	0	2	0	0
*10	55	Alfred Berg	1	0	0	0	0
*10	55	BlackRock	1	0	0	0	0
*10	55	Deutsche Bank	1	0	0	0	0
Tier 1	Rank	Points	#1	#2	#3	#4	#5
1	638	SEB	6	3	5	0	1
2	462	Nordea	2	4	3	2	3
3	374	Danske Bank	3	1	3	3	0
4	275	Handelsbanken	0	3	2	2	3
5	242	Swedbank	2	0	2	2	2
*6	121	Citigroup	0	2	0	1	1
*6	121	Deutsche Bank	2	0	0	0	1
*8	66	Goldman Sachs	0	1	0	1	0
*8	66	J.P. Morgan	0	1	0	1	0
*10	55	BlackRock	1	0	0	0	0
*10	55	Carnegie	0	0	1	1	0
*10	55	Erik Penser	1	0	0	0	0