## **Acquisition Finance 2011**



## Facts about the Survey & Definitions

All Organisations 29 organisations that are active when it comes to acquisition financing in the

Nordic region

Tier 1 18 organisations with acquisition financing of at least EUR 200 million in the

Nordic region

Interviewees Partners

Response Rate 76 per cent

Method & Time Telephone interviews by TNS SIFO Prospera's interviewers,

October 18th - November 25th, 2011

Overall Performance Weighted average of 16 criteria covering General Criteria, Syndication &

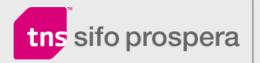
Distribution and Origination. Scale 1-5. Each criterion is weighted by its

importance. Banks of which less than 7-8 interviewees have an opinion are excluded. The order of banks with an equal overall performance score is

decided by the market penetration. In case the rank is tied only the bank with

the highest market penetration is included among the Top 5.

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## **Overall Performance Nordic Top 5**

All Organisations	Rank	Mean Value Bank	Rank Market Penetration
Industry mean value 3,67	1	3,96 Nordea	1
_	2	3,88 SEB	2
	3	3,72 Swedbank	4
	4	3,66 DnB NOR	5
	5	3,49 Handelsbanken	3
Tier 1			
Industry mean value 3,73	1	4,05 SEB	2
	2	3,99 Nordea	1
_	3	3,77 Swedbank	3
	*4	3,65 DnB NOR	*4
	*4	3,65 Handelsbanken	*4