

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 18 th – November 25 th , 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.

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