

Survey Design

		Nordics	Denmark	Finland	Norway	Sweden
All Organisations	Real Estate Companies	118	13	22	26	57
Response Rate	per cent of Universe	80	62	88	72	86
Interviewees	CFO & Treasurer					
Method & Time	Telephone interviews by TNS Sifo Prospera's interviewers April 2 nd - May 29 th , 2013					
Overall Performance	Weighted average of criteria covering banking needs, industry knowledge, financial competence, service level, specialist coordination, understands strategic goals, analytical speaking partner, strategic advice, proactive with relevant ideas/solutions, customised solutions and activity level. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.					

Overall Performance Nordics

All Organisations

Rank	Mean Value	
1	3,74	DNB
2	3,68	SEB
3	3,62	Handelsbanken
4	3,60	Nykredit
5	3,55	Nordea

Overall Performance All Organisations

	Rank	Mean Value	
Denmark	1	3,65	Nykredit
	2	3,46	Danske Bank
	3	3,19	Nordea
Finland	1	3,79	SEB
	2	3,71	Nordea
	3	3,63	Pohjola
	4	3,55	Danske Bank
	5	3,48	Handelsbanken
Norway	1	4,00	DNB
	2	3,86	Nordea
	3	3,69	Handelsbanken
	4	3,58	SEB
	5	3,57	Danske Bank
Sweden	1	3,73	SEB
	2	3,65	Nykredit
	3	3,63	Handelsbanken
	4	3,53	Danske Bank
	5	3,52	Swedbank