

Facts about the Survey & Definitions

All Organisations	152 organisations that are active when it comes to syndicated loans
Tier 1	41 organisations with a syndicated loan volume of at least EUR 500 million
Daughter Companies	34 additional interviews covering loan operations and loan agency
Interviewees	CFO & Treasurer
Response Rate	82 per cent
Method & Time	Telephone interviews by TNS SIFO Prospera's interviewers, October 6 th - November 25 th , 2011
Overall Performance	Weighted average of 21 criteria covering General Criteria, Syndication & Distribution, Origination and Loan Agency/Loan Operations. 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 3,95		1	4,18	Citigroup	11
		2	4,02	Nordea	1
		3	3,99	SEB	2
		4	3,98	DnB NOR	3
		5	3,85	Danske Bank	4
Tier 1					
Industry mean value 4,14		1	4,28	Citigroup	*6
		2	4,25	Nordea	1
		3	4,19	SEB	2
		4	4,18	DnB NOR	5
		5	4,08	Swedbank	*6

Overall Performance All Organisations Top 5

	Rank	Mean Value	Bank	Rank Market Penetration
Denmark				
Industry mean value	4,18			
	1	4,34	Danske Bank	2
	2	4,18	Nordea	1
	3	4,02	SEB	3
Finland				
Industry mean value	3,83			
	1	3,98	Nordea	1
	2	3,89	SEB	*3
	3	3,82	Danske/Sampo Bank	*3
	4	3,73	Pohjola	2
	5	3,71	Handelsbanken	5
Norway				
Industry mean value	3,95			
	1	4,15	DnB NOR	1
	2	4,08	SEB	3
	3	4,07	Nordea	2
	4	3,77	Handelsbanken	6
	5	3,68	Danske/Fokus Bank	4
Sweden				
Industry mean value	3,89			
	1	4,00	SEB	1
	*2	3,93	Nordea	2
	*2	3,93	Handelsbanken	3
	4	3,84	Swedbank	6
	5	3,82	DnB NOR	5

Overall Performance Tier 1 Top 5

Denmark	Rank	Mean Value	Bank	Rank Market Penetration
	-	-	-	-
	-	-	-	-
	-	-	-	-
Finland				
Industry mean value 3,97	1	4,11	Nordea	1
	2	4,03	SEB	3
	3	3,98	Danske/Sampo Bank	4
	4	3,90	Pohjola	2
	5	3,83	Handelsbanken	5
Norway				
Industry mean value 3,86	1	4,07	DnB NOR	1
	2	4,06	Nordea	2
	3	3,98	SEB	3
	*4	3,61	Danske/Fokus Bank	4
	*4	3,61	Handelsbanken	*7
Sweden				
Industry mean value 3,98	1	4,07	Nordea	2
	2	4,06	SEB	1
	3	4,00	Handelsbanken	3
	4	3,94	DnB NOR	*4
	5	3,91	Swedbank	*4