

# Survey Design

|                         |   |
|-------------------------|---|
| All Organisations       | 77 organisations  |
| Corporates              | 47 organisations  |
| Financials              | 13 organisations  |
| Local/Public Government | 17 organisations  |
| Response Rate           | All Organisations represent 79 per cent of Universe   |
| Interviewees            | CFO & Treasurer   |
| Method                  | Telephone interviews by TNS Sifo Prospera's interviewers  |
| Time Period             | May 2 <sup>nd</sup> - May 31 <sup>st</sup> , 2013   |
| Overall Performance     | Weighted average of criteria covering a bank's project staffing, personal contacts, outcome assessments, advisory strategic options, bond issues, commercial papers, secondary market dialogue, project execution, placing power, large project capacity, underwriting, research, transactional management and fees. Scale 1-5. Each criterion is weighted by its importance. |

# Overall Performance

|                   | Rank | Mean Value |               |
|-------------------|------|------------|---------------|
| All Organisations | 1    | 3,88       | SEB           |
|                   | 2    | 3,79       | Danske Bank   |
|                   | 3    | 3,78       | Nordea        |
|                   | 4    | 3,73       | Swedbank      |
|                   | 5    | 3,53       | Handelsbanken |
| CO                | 1    | 3,91       | SEB           |
|                   | 2    | 3,85       | Nordea        |
|                   | 3    | 3,78       | Danske Bank   |
|                   | 4    | 3,73       | Swedbank      |
|                   | 5    | 3,66       | Handelsbanken |
| FI                | 1    | 3,78       | Swedbank      |
|                   | 2    | 3,71       | Danske Bank   |
|                   | 3    | 3,70       | Nordea        |
|                   | 4    | 3,58       | SEB           |
|                   | 5    | 3,35       | Handelsbanken |
| LPG               | 1    | 3,96       | SEB           |
|                   | 2    | 3,90       | Danske Bank   |
|                   | 3    | 3,70       | Nordea        |
|                   | 4    | 3,69       | Swedbank      |
|                   | 5    | 3,37       | Handelsbanken |