

## Facts about the Survey & Definitions

Institutions		All	Tier 1
	Interviews with portfolio managers & dealers	35	18
	Turnover past 12 months, MEUR	≥ 30	≥ 275
	Portion of total turnover past 12 months, %		90
	<b>10</b> institutions keeping sector responsible portf. managers/analysts		
Response Rate	83 % portfolio managers, 100 % institutions with sector responsible PMs/analysts		
Method & Time	Telephone interviews by TNS SIFO Prospera's interviewers, November 9 <sup>th</sup> – November 22 <sup>nd</sup> , 2011		
Overall Performance	Weighted average of 14 criteria covering a stockbroker's general features, analytical competence, sales' & salestraders' performance. Scale 1-5. Each criterion is weighted by its importance. Results from the sector ranking are also included. Stockbrokers of which less than 7-8 interviewees have an opinion are excluded. Only stockbrokers included in the Tier 1 category constitute the base for the ranks among All Institutions. In case the rank is tied only the broker with the highest market penetration is included among the Top 5.		
Rank Market Penetration	The market penetration expresses the percentage of institutions mentioning a certain stockbroker as a trading partner in Finnish equities the past 12 months.		

# Domestic Equity 2011 Finland

## Overall Performance **Top 5**

	Rank	Mean Value	Stockbroker	Rank Market Penetration
<b>All Institutions</b>				
Industry mean value 3,53	1	3,90	SEB Enskilda	*4
	2	3,82	Nordea Markets	1
	3	3,76	Danske Markets	*2
	4	3,75	Carnegie	*6
	5	3,69	Handelsbanken	*2
<b>Tier 1</b>				
Industry mean value 3,50	1	3,99	SEB Enskilda	1
	2	3,83	Carnegie	*8
	3	3,82	Nordea Markets	*2
	4	3,75	Danske Markets	*2
	5	3,64	Handelsbanken	*4