

### Facts about the Surveys & Definitions

<b>Credit Products</b>	33 interviews
<b>Tier 1</b>	17 organisations with an annual turnover in credit products $\geq$ EUR 0,25 billion
<b>Government Securities</b>	29 interviews
<b>Tier 1</b>	16 organisations with an annual turnover in government/sovereign/supranational bonds & short term securities $\geq$ EUR 0,2 billion
<b>Interviewees</b>	Portfolio managers & Fixed income traders
<b>Response Rate</b>	83 per cent
<b>Method</b>	Telephone interviews by TNS SIFO Prospera's interviewers
<b>Time Period</b>	June 4 till June 18, 2010
<b>Overall Performance</b>	Weighted average of criteria covering the banks' general features, analytical competence and distribution/sales' performance. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.

In all 5 Nordic and 13 international dealers are covered by the survey. However, banks which less than 7-8 of the interviewees have an opinion of are excluded. Only banks included in the Large category constitute the base for the ranks in the All Interviewees category.

Asterisk \* marks tied ranks. Banks with an equal overall performance score are on the top list placed in order according to their market penetration.

#### Rank Market Penetration

Market penetration is measured by the percentage of organisations mentioning a certain bank as a trading partner in credit products and/or government/sovereign/supranational bonds & short term securities during the last 12 months.

### Overall Performance Credit Products - Top 5

	Rank	Mean value	Rank Market Penetration
<b>Large</b>			
Industry mean value 3,6			
	*1	3,8 Danske Markets	*2
	*1	3,8 Barclays Capital	*6
	*3	3,7 Pohjola	1
	*3	3,7 UBS	*10
	5	3,6 Nordea	*2
<b>All Interviewees</b>			
Industry mean value 3,6			
	*1	3,9 Danske Markets	*1
	*1	3,9 Barclays Capital	*6
	*3	3,7 Pohjola	*1
	*3	3,7 Nordea	3
	*5	3,6 BNP Paribas	*6

### Overall Performance Government Securities - Top 5

	Rank	Mean value		Rank Market Penetration
<b>Large</b>				
Industry mean value 3,7	1	4,0	Barclays Capital	*1
	2	3,9	Danske Markets	*1
	*3	3,8	Royal Bank of Scotland	*1
	*3	3,8	UBS	9
	*5	3,7	Pohjola	*1
<b>All Interviewees</b>				
Industry mean value 3,7	1	4,1	Barclays Capital	*1
	2	4,0	Danske Markets	*1
	*3	3,8	Pohjola	*1
	*3	3,8	Nordea	*4
	*3	3,8	Royal Bank of Scotland	*4