

Facts about the Surveys & Definitions

		Corporates	Institutions
Organisations	In all 155 interviews	84	71
Large organisations	53 organisations with a turnover in foreign exchange of minimum EUR 16 000 million		
Small organisations	102 smaller organisations with a turnover \geq EUR 500 million in spot & forward/outrights or \geq EUR 3000 million in FX Swaps		
Interviewees	Person responsible for the daily FX trade		
Method	Telephone interviews by TNS SIFO Prospera's interviewers		
Time Period	April 12 th - June 28 th , 2011		
Overall Performance	Weighted average of 18 criteria covering the banks' general features, analytical competence, sales' performance and price quoting. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.		
	In all 10 Nordic and 15 international banks 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 both the Large and Small categories constitute the base for the ranks in the All Organisation category.		
	Banks with an equal overall performance score are on the top list placed in order according to their market penetration. Asterisk * marks tied ranks.		
Rank Market Penetration	The market penetration measures the percentage of organisations mentioning a certain FX dealer as a trading partner in the last 12 months.		

Overall Performance - Top 5

All Organisations	Rank	Mean value	Rank Market Penetration
Industry mean value 3,88	1	4,00 Nordea	1
	2	3,99 SEB	2
	3	3,92 Danske Markets	3
	4	3,88 Handelsbanken	4
	5	3,76 Citigroup	6
Large			
Industry mean value 3,75	1	3,98 SEB	1
	2	3,93 Nordea	2
	3	3,92 Barclays Bank	9
	4	3,88 Swedbank	*6
	*5	3,81 Handelsbanken	3
Small			
Industry mean value 3,86	1	4,04 Nordea	1
	2	4,00 SEB	2
	3	3,97 Danske Markets	3
	4	3,94 Handelsbanken	4
	5	3,75 Citigroup	7

Overall Performance - Top 5

	Rank	Mean value		Rank Market Penetration
Corporates				
Industry mean value 3,69	1	3,98	Nordea	1
	2	3,95	SEB	2
	*3	3,87	Danske Markets	3
	*3	3,87	Handelsbanken	4
	5	3,70	Deutsche Bank	9
Institutions				
Industry mean value 3,92	1	4,17	Barclays Bank	7
	2	4,05	SEB	*1
	3	4,03	Nordea	*1
	4	3,97	Danske Markets	3
	*5	3,89	Handelsbanken	4